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## Spitfire Network Services Limited – Mobile Data

Just a short note to thank you for your help and guidance concerning my customer Timeright Ltd.

Their site in Surrey despite being close to the M25 and centres of population has especially poor prospects for meaningful internet connectivity. The incumbent provider had a tangle of bonded ADSL lines which at best provided a little over 1Mbps download speed. This was causing some quite severe operational problems for the staff at this location.

Ordinarily this size and type of location would easily be served with a VDSL connection along with an ADSL fail-over. However, VDSL was not an option. Our next technical solution was fibre Ethernet. But even with a grant this was still too expensive for the customer, who rightly was concerned that VDSL may become available at any point and then the cost of Ethernet would be unjustifiable.

At this point you suggested that 4G could be a viable solution at least until VDSL may be available. At this site 4G Vodafone now provides around 15Mbps download and has completely transformed productivity. The costs have fallen dramatically too due to sever ADSL services and their respective lines being cancelled.

The customer is happy with this solution and that reflects well on both my company and Spitfire.

Thanks again

Nigel Palmer  
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