



Unified Bandwidth Management

# XRIO & PLATINUM COMPUTERS



## CASE STUDY

---

### CUSTOMER: Watling JCB Limited

#### Background

Watling JCB Limited is one of the largest JCB sole franchises in the world who specialise in selling new and used JCB machinery into the Construction, Agriculture and Industrial industries and then aim to provide those machines with the finest level of product support available in the world today.

The Company was formed in 1976 and is now owned and run by the Managing Director Richard Telfer with the assistance of the Financial Director Jason King. The Company has grown a reputation in the market place for being dynamic, professional and reliable organisation, which works together with their customers to make sure they get the very best out of their machine and its

attachments.

Watling JCB maintains a very close relationship with JCB that ensures that their customers remain at the very centre of research and development of all the JCB products and keep them at the forefront of engineering design in the market.

#### Challenge

Watling JCB existing network, although operating satisfactorily, was limited in terms of available bandwidth and the capacity to grow in line with the business requirements. The cost of upgrading with their existing provider was expensive and still would not provide true flexibility.

**For more information, please contact Xrio on: 0845 644 3226 or Email: [sales@xrio.com](mailto:sales@xrio.com)**

Xrio Ltd. 357 Roundhay Road, Leeds, West Yorkshire, LS8 4BU United Kingdom  
International Sales: +44 113 322 0031 - UK Sales: 0845 644 3226 - Email: [sales@xrio.com](mailto:sales@xrio.com)



Unified Bandwidth Management

# XRIO & PLATINUM COMPUTERS



## CASE STUDY

---

### CUSTOMER: Watling JCB Limited

#### The Solution

Platinum Computer Solutions through its partnership with Opal Telecommunications and Xrio Limited proposed a new MPLS Bonded IPVPN design based on the latest AnnexM DSL technologies, using a deployment of UBM devices on the Opal DSL network and thus offering dramatic increases in capacity whilst reducing the overall cost. In addition, with Opals unique rate assured service and intelligent bonding technology provided by Xrio, Platinum could offer a fully resilient network infrastructure that met all Watling JCB requirements, and more.

The network solution was deployed, and through Platinum's proven project management, provided a seamless

migration from the old network to the new, with no business interruption.

“Changing our wide area network is not something we undertook lightly with its potential to seriously impact on the business. Ultimately we placed our trust in the team at Platinum and their knowledge and confidence in the product. The guys were excellent throughout, from designing to planning, set up to migration. A thorough review of our existing network ensured no down time, only minor issues presented themselves and all were dealt with quickly and efficiently.

**For more information, please contact Xrio on: 0845 644 3226 or Email: [sales@xrio.com](mailto:sales@xrio.com)**

Xrio Ltd. 357 Roundhay Road, Leeds, West Yorkshire, LS8 4BU United Kingdom  
International Sales: +44 113 322 0031 - UK Sales: 0845 644 3226 - Email: [sales@xrio.com](mailto:sales@xrio.com)



Unified Bandwidth Management

# XRIO & PLATINUM COMPUTERS



## CASE STUDY

---

### CUSTOMER: Watling JCB Limited

The result is a cost efficient WAN with improved resilience,  
bandwidth and flexibility. “

*Jason King, Finance Director, Watling JCB*

**For more information, please contact Xrio on: 0845 644 3226 or Email: [sales@xrio.com](mailto:sales@xrio.com)**

Xrio Ltd. 357 Roundhay Road, Leeds, West Yorkshire, LS8 4BU United Kingdom  
International Sales: +44 113 322 0031 - UK Sales: 0845 644 3226 - Email: [sales@xrio.com](mailto:sales@xrio.com)