

Case Study

Cerberus X2 MPF FTTC for TMD Friction



IF IT MOVES
IT'S OUR JOB TO STOP IT

TMD Friction

TMD Friction is a Nisshinbo Group company. They are the global leaders in brake friction technology. From passenger cars, racing cars and commercial vehicles to industrial applications, they drive excellence through effective, reliable and safe braking solutions.

With over 135 years in the braking friction industry, TMD Friction is among the world's largest manufacturers of brake friction materials and are trusted by the biggest brands in the automotive and industrial sectors. They also cater for some of the world's most prestigious racing series, such as the 24 Heures Du Mans racing cars and other vehicles.

When TMD Friction were moving to new premises, they needed an alternative to their existing Internet service. Looking for a more cost-effective service with a shorter lead time than the leased line they had used at their previous premises, they came to Cerberus to see if we had a service that would meet their requirements. Andrew Fisher of TMD Friction was glad to have found Cerberus after researching the on web.

"I had to search for alternatives to our old service. I was pleased to find the Cerberus service and it was easy to find them on Google."

High-speed, reliable connectivity

TMD Friction were used to dedicated leased line connectivity, with with good reliability and high bandwidth - both downstream and upstream. However, they also knew that fibre leased lines are expensive, and can suffer from long installation lead times, both drawbacks that they were keen to avoid. Andrew describes the key factors that were driving his choice of service.

"Short implementation timescales were vital due to the office move. Redundancy was an important feature to ensure that our UK Head Office had a stable link to our other UK and Global sites."

Cerberus checked the location that the client was moving to. Due to the long line length, the available speeds using FTTC were well below the maximums, at 20Mbps downstream and 4Mbps upstream. A single FTTC service presented two limitations. First, the available speed was not sufficient, and secondly, TMD Friction was not comfortable relying on a single broadband service.

Cerberus suggested bonded FTTC to address these challenges. Using Cerberus X2 FTTC, the projected bandwidth was 35Mbps down and 7Mbps upstream; speeds that met the client's needs. And using two lines in a bonded service using 2 FTTC lines meant that the client had built-in resilience in case either line had a fault.

Solution Summary

Cerberus recommended its fully managed Cerberus X2 MPF FTTC service. This comprises two PSTN telephone lines, unlimited, high speed FTTC on both lines, supplied with a fully managed and maintained bonded FTTC router kit. This satisfied the client's requirements for speed and reliability, with a fully managed bonded architecture ensuring ease of use for a client accustomed to working with their old leased line service.

Asked how he found the order and provisioning process with the Cerberus team, Andrew was grateful of the ease of working with Cerberus.

"The order process was quick and simple, which is a benefit when you are busy planning many other tasks in a project."



Leased line replacement with broadband lead times

One of the most attractive features of the Cerberus X2 MPF FTTC service was the very short lead time to deliver the service when compared to installing a new leased line. Andrew explains that time pressures were a real challenge.

"We had very few options beyond single or bonded DSL services due to the short implementation timescales imposed on us due to the relocation. At the same time we could not compromise on speed and reliability, so the Cerberus bonded FTTC service looked a good fit."

Using MPF FTTC services, Cerberus installed the new PSTN phone lines and activated the FTTC services on the same day, and all within just 10 working days of ordering. Cerberus ensured that everything was configured and ready so the client could start using the service straight away. Andrew was impressed by with Cerberus's prompt delivery.

"The DSL and bonding hardware reached us in plenty of time to review the installation instructions and prepare our other devices. The DSL installation was monitored closely by the Cerberus team and we were informed of the progress at every step."

An innovative solution that delivers, backed by a helpful team

By providing a smart solution to the client's challenges, Cerberus was able to get TMD Friction online with fast, reliable connectivity at their new site with weeks to spare. Not only that but the service has more than met expectations. three months on from installation, Andrew at TMD Friction is very satisfied with his choice.

"Without this bonded option we could have incurred high costs due to project delay and Cerberus helped us mitigate those costs due to the rapid deployment of their bonded service. I am happy to say that we have not had to touch the equipment nor had to report an issue in the past 3 months of use so far. This is a credit to the service."

Cerberus X2 FTTC

Up to 280Mbps down and 64Mbps up LLU FTTC

- A fraction of the cost of leased lines
- Installation in just 10-15 days
- Unlimited usage (subject to fair usage)
- Standard 12 month contract vs 36 months or more with leased lines
- Based on BT Openreach FTTC with ~86% nationwide coverage
- Enhanced reliability over single connection
- Internet or private network connectivity

