



Case study

How Relish delivered business broadband to a London start-up within a day.

The best bits...



Challenge:

Recently moved office to an area without fast broadband.

What we recommended:

Business Broadband delivered next working day and easy to set up – it provides the fast speeds they need.

The key benefits:

- Next day delivery
- Quick and easy set-up
- Supports heavy downloads
- Short term contract

Customer profile

Founded by Paul, Dan and Helen, Gamevy is a one-year-old start-up based in London, with a simple business model. Gamevy builds online game shows with big prizes, getting online gamers involved in the show itself as opposed to just watching them on TV.

Customer challenge

As a business focused around building and creating online games, Gamevy is a heavy broadband user and the amount of data downloaded and uploaded each day regularly exceeds several gigabytes. There may only be ten people in the office but they take up significant bandwidth. Flexibility is key for start-up businesses as they grow, and this was a key requirement for Gamevy who were looking for fast broadband without being tied to a contract for several years in one building.

However, one of the biggest issues for the business was its location. Despite residing in an office on the edge of EC1, two minutes from the City of London, Gamevy were unable to get fibre-optic broadband.



Our solution

Relish Business Broadband was the perfect solution for Gamevy. The service was quick to install and capable of coping with the enormous amount of downloads required from the business.

Not only were Gamevy one of the first Relish business customers but this solution demonstrated straight away the business imperative for a fast and flexible broadband service, that can be delivered within 24 hours and set up quickly and easily.

There are many small businesses operating within the City of London that are facing the same challenges as Gamevy. Relish enables these businesses to get online the very next working day, using a plug and play service that doesn't require long waits for installation, unnecessary landline costs or lengthy contracts.

The results

Paul, Founder, Gamevy said: "I read an article online on the Thursday afternoon, ordered that evening and it arrived the very next morning. The speedy delivery meant we only had to wait a mere few hours from ordering to receiving.

When we moved into the office two months ago we also applied via another broadband provider for WiFi. It's still not turned up.

Our business model allows people to work from home, so Relish means we are able to facilitate remote communication. The internet is our ability to communicate. If our internet doesn't work, our business grinds to a halt.

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Paul Dolman-Darrall,
Founder of Gamevy



A little about us...

Relish is a new communications provider for central London. We know London businesses are always busy and on the move, so our services help you get online quickly and easily at fast speeds without any hassle.

Our exclusive 4G and wireless networks mean that you can get online, fast, without needing to wait for a broadband installation guy, long contracts or unwanted landlines.

From our Business Broadband services through to our Dedicated Business Internet, if you're in need of fast internet without the fuss, from Tower Bridge to Hyde Park, Mayfair to Marylebone, Shoreditch to Southwark, we've got you covered. Plus our Mobile Broadband puts a WiFi hotspot in your pocket when you're out and about.

For more information,
call us on 0330 686 6600
or visit relish.net

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