



## Case study

# How Relish provided a flexible connection for a fast-moving business.

### The best bits...



#### **Challenge:**

A steady connection, fast.

#### **What we recommended:**

Relish Business Broadband.

#### **The key benefits:**

- Next working day delivery
- Easy set up
- Fast uploads and downloads

### Customer profile

Amigo is a creative digital consultancy with 10 employees based in central London. The business was set up in 2013 and is growing quickly. Amigo specialises in building websites, developing apps and creating advertising campaigns for its roster of bluechip clients, requiring a fast and reliable internet connection to work in the cloud and be able to exchange large files. At the start of 2015, the business entered into a partnership with Saatchi & Saatchi where Amigo share the office space in Fitzrovia.

### Customer challenge

Sharing an office meant that Amigo needed its own broadband connection as Saatchi & Saatchi's connection was protected due to the high profile nature of its clients.

Unable to use the existing connection in their new office, and knowing that they would be moving offices again at the end of the year, Amigo needed a solution that didn't require lengthy set-up process or long-term fixed contracts.

Relish was recommended by an external IT provider, and although there were some initial concerns about using a wireless network to run a business operation, the 14 day guarantee meant they could trial the service and return it at no cost if it didn't suit their needs.



## Our solution

Based on the speeds required and the flexibility needed to move offices again in a year, Relish recommended its Business Broadband service that was delivered the next working day and provided the high speeds required, for only £25 per month.

"The next working day delivery meant the business was operating as normal as soon as we plugged the router into the mains, and the speeds surpassed our expectations - we're now regularly getting requests from the team at Saatchi & Saatchi to use our connection as their broadband drops out so often.

"As a business we have no need for a landline so Relish was a great alternative to setting this up in the office, which is not only time consuming, but also an unnecessary cost for us. As this is only a temporary office for us, Relish has given us the flexibility to know that we can move offices without the expense of having to break a contract."

## The results

"To set up a lease line in the office, we were quoted over £1,000 just for set-up. Had we gone through with this, not only would it have been expensive, but it could have left us without a stable connection for a considerable amount of time.

"With Relish, as our team grows we only need to add additional routers to the connection to accommodate the increased traffic, meaning that our broadband connection really is one less thing we need to worry about as a business."

"Our new Relish broadband connection is performing at the same speed as the leased line in our previous office, and at a fraction of the price. The plug and play set-up means that we only need to add additional routers to accommodate the increased traffic and take them with us when we move again next year."



Mathew Kiddie  
Owner & Managing Director,  
Amigo Partnership



## 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](http://relish.net)

**Relish**<sup>®</sup>