Converged Private Networks

Gamma

Supporting voice and business-critical applications across multiple sites

Harness converged voice and high-speed data connectivity

MPLS-based WAN solution that supports voice and business-critical applications across multiple sites

Converged Private Networks (CPN) is Gamma's fully-managed WAN (Wide Area Network) solution that is ideal for customers with multiple sites that want to boost the performance, improve the security and reduce the cost of their network.

As the way people work, interact and collaborate undergoes profound change, companies are seeing growing demand from employees for more flexibility in where they work and more choice in the way they communicate, such as IP telephony, unified communications and cloud-based services.

CPN delivers the performance, reliability and security that businesses need to make effective use of today's multi-media services.

By fully integrating our IP telephony hosted voice solutions, Horizon and Gamma SIP Trunks, with our MPLS core network, your customers can benefit from having all their IP voice and data services supplied by a single vendor – with just one point of contact, one bill and one set of SLAs.

Converged Private Networks

MPLS-based WAN service

Delivering private secure connectivity to enable customers to easily connect and communicate efficiently between each geographically diverse office location as part of a single network.

Prioritisation of critical business applications

Quality of service (QoS) mechanisms ensure prioritised and guaranteed performance of voice, video and key business applications.

A choice of access services

With an extensive range of access types ranging from ADSL and FTTC Broadband to FTTC Ethernet, EFM or fibre optic Ethernet, CPN offers a suitable access option for every location regardless of availability, site criticality or budget.

Integrated IP telephony
Horizon or Gamma SIP Trunks

End-to-end communications solution from a single supplier that reduces the complexity of managing multiple providers - from a sales, implementation and an in-life perspective. (optional)

Compelling rental model

Relieve the cost of change barrier and align with the opex-based purchasing models that more and more businesses are adopting.

Secure cloud internet access from the VPN

Supplied via multiple peering partners and secured by our NGFW means that you benefit from high availability and resilient links to the internet that your customer's business can depend on. (optional)

Managed security

Our next-generation firewall (NGFW) eliminates the need and operational overhead of operating a firewall at each customer site and ensures users have the same high level of protection, across all network access points. (optional)

Network monitoring and management capabilities

For both you and your customers so that you can monitor the performance and availability of the network your business depends upon.

A range of value-added products and services

Enhance your service wrap with:

- A wide choice of handsets
- Solution design and consultancy
- Installation and provisioning
- Project management
- Maintenance and support

Our MPLS core network

Gamma's core network is a Multiprotocol Label Switching (MPLS)-based Wide Area Network (WAN) that enhances the inherent benefits of MPLS with the integration of our market-leading high quality IP telephony services.

With Gamma-supplied customer premises equipment (CPE) installed at every site to enable end-to-end full management of the network, performance can be managed centrally and effectively, meaning we can provide you with network-wide service level agreements (SLAs).

Our next-generation firewall (NGFW) is architected to be highly available and hosted in the cloud, which protects all access to the customer's virtual private network (VPN) and ensures that users at every site, along with remote workers, receive the same up-to-date protection against the latest cyber threats.

How it works
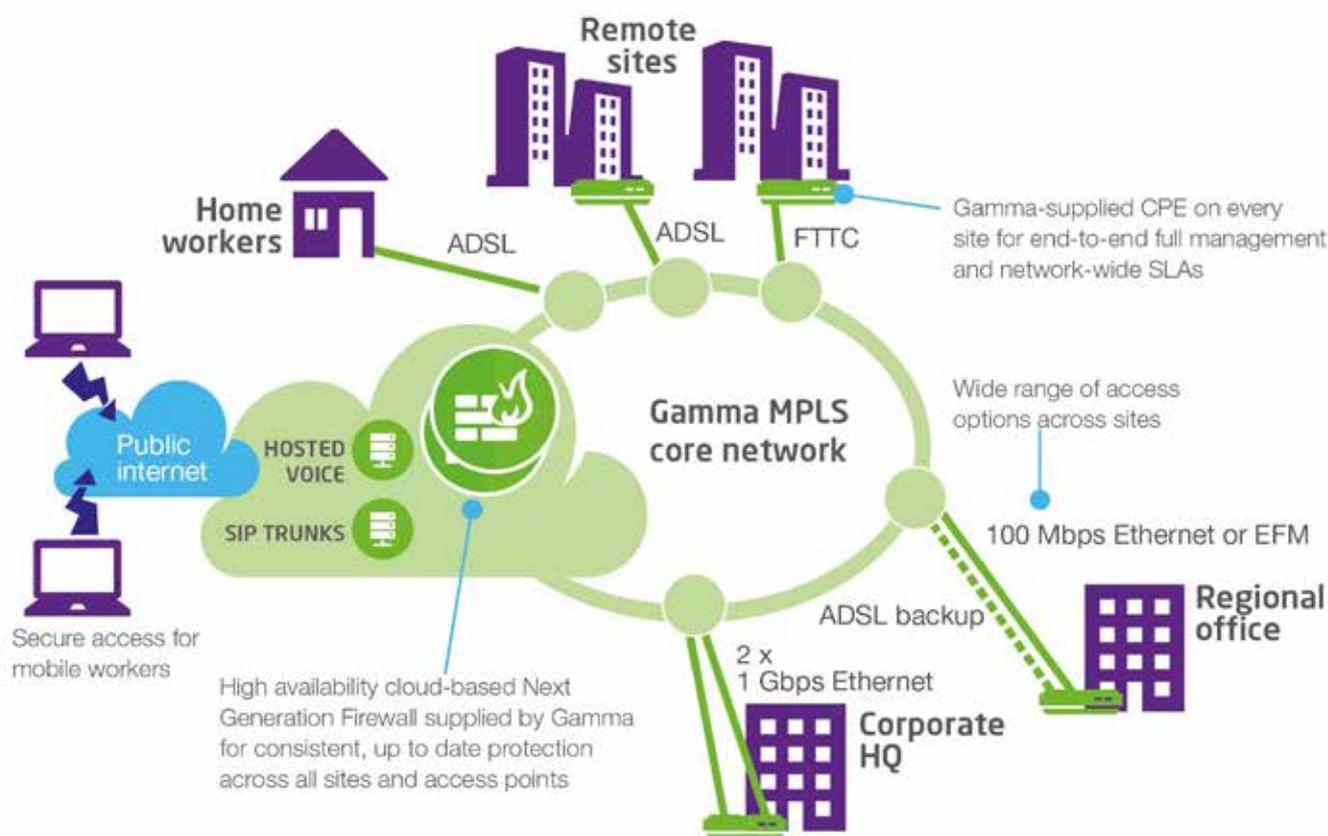
Next-generation firewall

Whilst traffic contained within the Converged Private Network itself is secure, we can also offer secure cloud internet access when routing traffic in and out of a customer's Converged Private Network by routing all internet traffic via the firewalls in our core network. These devices are provided as fully-managed high availability firewall instances on our next-generation firewalls.

Fully managed, monitored and administrated by our security professionals

Saving your customers the investment cost and effort of having to resource this in-house. We'll take responsibility for the implementation so that they can focus on running their business with the peace of mind that they're protected from external threats.

High availability design as standard

Increases the service availability and resiliency level providing your customers with continuity in the unlikely event of a hardware failure.

Secure remote access

For roaming, homeworkers and secure site-to-site connectivity - your customers' staff can access key business systems and applications without compromising the security of the private network and exposing sensitive and intellectual property to an attack.

Application level visibility and control

Offers sophisticated insight, down to an application level, showing which sites staff are viewing and how much network capacity they're consuming. Your customers can control or limit usage which helps to reduce network costs, boost productivity and ultimately improve the performance of their business.

IPS (Intrusion Prevention System) single pass packet inspection

Identifies malicious content as well as known and unknown vulnerability exploits in applications and websites. This provides your customers with advanced levels of protection against vulnerabilities in well-known business applications and web browsers, without exposing their business to being exploited or impacting performance.

Antivirus, antispyware/malware

Scans applications, website URLs, web content and email content to protect against viruses and malware that may be trying to penetrate the network to steal data. Operating from a database containing thousands of threat signatures means your customers are protected from a wide range of threats that could cost their business significant financial and reputational damage.

URL filtering

Controlling staff access to non-work related surfing and blocking access to compromised sites helps to reduce malware attacks and increase staff productivity.

File and data blocking

Provides granular levels of inspection by reviewing individual traffic packets (rather than just file extensions) of the files and data being sent both inside and outside of the network. This means greater file and data transfer control, the protection of your customer's data and the ability to block sensitive data such as credit card numbers leaving your business and reaching untrusted hands.
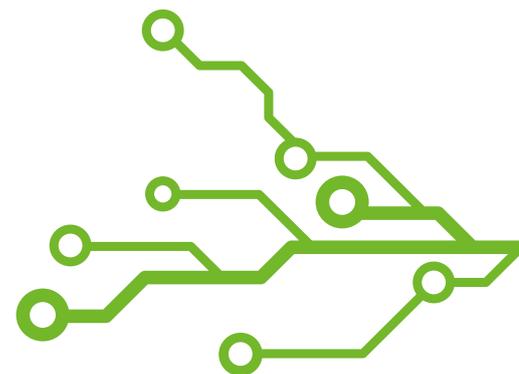
The CPN opportunity

Fully integrated with our market-leading IP voice products (Gamma SIP Trunks and Horizon, our award-winning hosted telephony system), Converged Private Networks means you and your customers can benefit from a purpose-built combined voice and data network.

Converged Private Networks (CPN) forms part of our comprehensive connectivity portfolio, which includes converged high quality voice and high speed internet services over broadband and Ethernet.

CPN extends this capability to privately connect multiple sites and in doing so, it increases the addressable market and margin opportunity for Channel Partners selling voice and data solutions; coupled with the added benefit of being able to secure higher value and 'stickier' longer term contracts.

A single point of contact for both the data and IP voice (including porting) throughout the sales and implementation process, as well as in-life, make it easier to sell, provision and support. With the majority of businesses looking to consolidate their data and voice networks on the back of refreshing their existing WANs, this converged approach offers differentiation by making it easier to do business, compared to managing different upstream suppliers for voice and data.

CPN is ideal for customers that:

- Still use legacy leased lines and perhaps are also transferring data across the public internet (e.g. using IPSec) but want to implement true QoS and benefit from the cost savings associated with running both voice and data over IP

- Use IP voice but have yet to integrate it with their data network: these customers want to achieve operational and other benefits from running all voice and data traffic over a network supplied by a single vendor

- Are nearing the end of their current agreement for an MPLS-based service and will be searching for a better deal in terms of cost, management, performance, security and reliability

- Are fast-growing and expanding their geographical footprint so need a flexible MPLS-based WAN solution to support this

- Run collaborative applications such as video conferencing to benefit from the reduction in staff travel costs and lost work time.

A single point of contact for both the data and IP voice - making it **easier to sell, provision and support**

The key benefits of CPN

- ## First-class Internet Protocol (IP) VPN technology

  The flexibility to quickly and effectively support changes in business connectivity requirements means that you'll be able to add sites and increase capacity on demand

- ## Application prioritisation

  Enabling support for higher quality voice and video conferencing, along with business-critical applications, means that your customers will benefit from high quality voice and video calls and uninterrupted access to the tools they need to do their job

- ## Scalable bandwidth

  Meet differing needs across organisations and sites and help customers future proof their network to accommodate growing business requirements

- ## Advanced network security

  Combined with cloud internet access to provide multiple layers of protection against threats, ensuring the privacy and confidentiality of intellectual property and customer information by scanning all traffic — applications, users, and content across all ports and protocols

- ## High network availability

  Reliability and resilience for business continuity on both our core network and at your customer location

- ## Easier to manage

  Acting as the sole provider of your customer's WAN, we manage the key components of their business for them so they require fewer IT and networking staff, enabling them to focus on their business goals

- ## Unlock IP telephony sales to legacy voice users

  Increase your addressable target market with the ability to provide our voice services on a multi-site basis

- ## Grow your business

  Sell value-added services, such as security, project management and consultancy

- ## Lock in customers

  Long term contracts to secure ongoing repeat business

The Gamma CPN difference

Gamma is a rapidly growing, technology-based provider of communications services to the UK business market. Our services include a comprehensive data services portfolio, cloud-based telephony, inbound call control services and SIP trunking, all of which are designed to meet the increasingly complex voice, data and mobility requirements of today's businesses.

Market-leading integrated IP telephony and data network

Fully integrated with our market-leading IP voice products, CPN gives you access to a purpose-built combined voice and data network. You and your customers can benefit from a single, robust SLA from a single provider. With full visibility and control over both the voice and data services, we can resolve any issues and make changes to your customer's network quickly and accurately.

Highly experienced

With our pedigree and experience in IP, we are well positioned to act as the supplier of choice when it comes to entrusting us to effectively manage high value networks.

Easy to do business with

Acting as the single supplier of your customers WAN, we become your single point of contact for both your data and IP voice (including porting). This converged approach not only reduces complexity but also offers differentiation through being easier to do business with, rather than you managing different upstream suppliers for voice and data.

Unique selling proposition

Pull through of our existing voice incentives and competitive data portfolio means you can benefit from the increased margin opportunity and a compelling rental-only model that differentiates you from the competition whilst also removing any upfront costs that may act as a barrier to prevent sales.

Financial strength

Gamma is listed on AIM and is a debt-free, cash-rich, profitable business with a reputation for quality that is trusted by some of the largest telephony providers in the UK. Our commercial strength and stability gives peace of mind in today's tough business environment; you can rely on us to be your partner of choice for all your customers' communication needs.

ONE
- Bill
- Set of SLAs
- Point of contact

Gamma

CERTIFIED CARBON NEUTRAL® Global Standard
CarbonNeutral.com

We're a certified Carbon Neutral* Company. This means you can demonstrate green credentials yourself. By working with us you have a solution that not only helps the environment but also enables you to become greener and conform to new Government environmental policies.

CPNCP-11/18