

## KSS choose HellermannTyton for Network Upgrade



KSS Computer Services Ltd is a provider and installer of structured cabling systems, based in Newport Pagnell but operating across the entire country. Over the past 16 years they have built a highly successful business almost exclusively on customer referrals based upon the quality of service, reliability and total customer satisfaction that they consistently provide.

Foundation Technology, one of the most advanced and experienced contract electronics manufacturers in the UK contracted KSS to conduct a network 'health check' on the cabling system at their Milton Keynes facility, following a number of network issues. On investigation KSS found that the existing Cat5 system had cable segments that exceeded the length allowed in the Cat5 standards, resulting in a high percentage of failures from the nodes tested.



The proposed company policy at Foundation Technology was to implement 1Gbps connectivity to the desk and as it stood, the existing Cat5 solution would not be able to deliver that performance.

KSS explored various product solutions from a selection of manufacturers but felt that the Cat6 product range from HellermannTyton provided them with the best option to complete the installation within the expected budget without compromising on quality or performance, whilst maintaining a professional appearance.



From the extensive Cat6 range available from HellermannTyton, KSS chose to install their increasingly popular Cat6 Global patch panel complimented by HellermannTyton's Cat6 LS0H cable and Cat6 standard Module outlet. By specifying these products KSS, were able to offer a high performance infrastructure, within the outlined budget delivering end to end quality, confirmed and supported by the HellermannTyton 25 year system warranty.

KSS Computer Service Ltd

Sales: 01604 707420  
Website: [www.htdata.co.uk](http://www.htdata.co.uk)



HellermannTyton Data Ltd,  
Cornwell Business Park, Salthouse Road,  
Brackmills, Northampton. NN4 7EX

**HellermannTyton**  
Network Sciences



KSS won the business ahead of several other installation companies and this success can be contributed to several key factors: Although the KSS proposal was in line with that of the competition, they were able to offer that little bit extra. Firstly, performance; by specifying HellermannTyton, KSS were able to guarantee that the Cat6 components installed were more than capable of delivering the 1Gbps to the desk policy proposed by Foundation Technology. Secondly, the location of KSS's head office, coupled with their adoption of flexible working hours allowed KSS to carry out the install outside normal office hours, causing minimal disruption to their customer's day to day business operations.

Finally, quality. All of HellermannTyton's products are backed by a 25 year product, application and systems warranty providing long term peace of mind to the installer and end user. KSS pride themselves on providing total customer satisfaction throughout their business and this project was no exception. KSS were able to install a superior quality, high performance system on time and on budget whilst ensuring a business as usual approach for the overall project and customer.

#### About KSS

KSS Computer Services was formed in Oct 1992 by Ken Smith (MD) and Shayne Johnstone (Technical Director) and was incorporated in Dec 1994. In our extremely competitive market the business ethos is very much focused on providing our customers with an unrivalled service that proves to be value for money. Our business has been built solely upon customer referrals based upon the quality of our service, reliability and total customer satisfaction.

#### About HellermannTyton

Founded in 1988 HellermannTyton Data Ltd is an established and innovative leader in developing and manufacturing global network infrastructure solutions, by offering a broad range of quality, high performance structured cabling products. Its product range includes 10G cabling, the unique pre-terminated, pre-tested 'plug & play' RapidNet system, and the Home Networking solution. Based in Northampton, the company is part of the global HellermannTyton group, which has operations in 32 countries worldwide. For more information visit [www.htdata.co.uk](http://www.htdata.co.uk)

