



Integral Network Solutions

Company Information Document



Company Information Document

"Integral Networks Are Proud To Provide You
With Quality Installations & Guaranteed Results
Or You Do Not Pay Us"

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"The primary benefit to your business is to have the flexibility, commitment and quality of an in-house cabling installation division, without the overhead of directly employing engineers.

You can be assured that our design and recommendations are without bias and reflect a real understanding of your clients needs.

The quality of our products & workmanship demonstrate that we care for your customers as much as you do."

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COMPANY DETAILS

<u>Company Name</u>	Integral Network Solutions Limited
<u>Company Registration</u>	6194968
<u>Trading Address</u>	Unit 9, Cortonwood Centre, Knollbeck Lane, Brampton Bierlow, Barnsley S73 0TU
<u>Telephone Number</u>	01226 752211
<u>Facsimile Number</u>	01226 750022
<u>E-mail Address</u>	info@integral-networks.co.uk
<u>Web Address</u>	www.integral-networks.co.uk
<u>Insurance Details</u>	Employers Liability (£10,000,000) Public Liability (£5,000,000)
<u>UTR</u>	63807 15707
<u>Main Company Contacts</u>	Paul Taylor (Sales & Operations) Arran Bradley (Administration) Robert Oldfield (Accounts)
<u>Professional Bodies</u>	Safe Contractor Accredited FIA Corporate Member CHAS Accredited
<u>Awards</u>	HSBC Start Up Stars Award (Regional Winner) Chamber of Commerce Barnsley – Start up Award – Highly Commended Chamber of Commerce Rotherham – New Start Award – Highly Commended Chamber of Commerce Rotherham – Excellence Award – Highly Commended

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COMPANY HISTORY

Integral Network Solutions Ltd specialises in designing and installing a wide range of networking infrastructure services for all types of business and premises.

Based in South Yorkshire, Integral works UK-wide with clients in both the private and public sector and offers expertise for a large range of services to end users and contractors.

Integral's Managing Director, Paul Taylor, has 20 Years experience with the design and implementation of computer cabling networks and associated services. After leaving school, he joined HM Forces and was the youngest soldier in his Battalion at the time. Spending the majority of his Army career in the telecoms field, dealing with radio communications and line laying installs, data communications seemed the perfect place to start in business.

During the last few years at Integral we have managed to complete our largest single project to date and secure better profits each year than any other previous year.

Our continued success is based on our commitment to provide a professional, flexible and cost effective solution to each of our client's projects using materials and workmanship of the highest possible quality, whilst meeting today's complex and ever changing industry standards and with an ever faster speed of required response.

Integral have the experience and resources to provide an exceptional service to our customers, covering the entire aspect of your project, from free of charge site surveys and design consultancy through to Project Management, Planning, Installation, Certification and Documentation and ongoing Maintenance.

These services can cover the provision from a single Engineer to a complete Project Installation Team of 10 or more engineers for Copper, Fibre and Electrical Installations.

Our future vision is like any business – to be the best company in our field.

The company's values are:

- ⇒ Honesty
- ⇒ Integrity
- ⇒ Commitment
- ⇒ Professionalism
- ⇒ Fun
- ⇒ Innovation

"We really do care about you and your business. Just give us a try"

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SERVICES

Data Cabling

Copper cabling is always evolving to keep up with new processor speeds, software applications and protocols. Cat 5 (10/100Mbps) was always deemed to be sufficient a few years back but even that is now obsolete. We have seen the change from Cat 5 to Cat 5e and then to Cat 6. Cat 5e again was the installation of choice as it could send gigabit over the network. But recently around 80% of new installs are in Cat 6 as this allows for the maximum life span and return on investment. Also due to how Cat 6 is manufactured it allows for less repeat transmissions and network down time. New developments in cabling now allow for Cat 6a and even Cat 7 cables. These are not too common at present but as history has shown, these cabling systems will be the preferred choice in the not so near future. 54.99% of our services offering are purely installing copper cabling systems.



Fibre Optic

Fibre Optic cores can transmit more data bandwidth than any horizontal copper cabling. Fibre backbones are generally installed between communications rooms and cabinets to help handle the traffic load between these locations. It can also be used where Cat 5e and Cat 6 copper cables are above 100m. Multimode fibre can provide 10 Gigabit speeds and a new development for 40 Gigabit is being ratified at present, as the demand for bandwidth is ever increasing. Multimode is the more common fibre application however Singlemode fibre can be run to achieve longer distances and allow for more bandwidth hungry applications. FTTD (Fibre to the Desk) may be a common application in the future if the cost can be justified. Integral have run and commissioned 100's of fibre cables in our time and would welcome any questions you may have. We also offer a maintenance service to polish and re-test your fibre cores annually to ensure you always have the maximum usage of your fibre. You will be surprised how many fibres have never been maintained since their first commissioning, making business communications less efficient.



Voice cabling

Voice cabling (sometimes referred to as Cat 3) allows cabinets and telecom distribution points to interconnect throughout your sites infrastructure. Traditionally this type of cabling was very common especially when structured cabling was introduced. These days with the introduction of VoIP, voice cabling has taken more of a back seat as VoIP can be run over traditional data cables like cat 6 and fibre links. Some older systems depend on their voice infrastructure to support their telephone systems demands and this type of cabling is common in many sites.



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SERVICES

CCTV

CCTV is becoming more and more common to safe guard business assets. Theft and vandalism increases can be deterred with a good CCTV system. There are some great advantages to CCTV that were unheard of a few years ago. The majority of CCTV systems can now be run over copper cabling e.g. Cat 5e / Cat 6. Cameras can be viewed and controlled by Mobile Phones and you can even watch your business premises on your laptop whilst sunning yourself on a beach in Spain.









Network Health Check

If you think your network is running slowly, or you don't know if your backbone is sufficient to support your network requirements. If you don't know what goes where, or think your network needs an M.O.T. Why not take advantage of our FREE Network Health Check. We will come and look at your (or your customers) network infrastructure and provide you with comprehensive handover documentation including "as fitted" drawings, topologies, results of any tests carried out and any recommendations on how to improve your network performance.

Network Cabinet Refit

Over time, communication cabinets can start to get full, dusty and messy, making life difficult and forcing you to spend longer trying to sort through the spaghetti. If you want us to come and look at ways of improving the efficiency of your cabinets, just give us a call to discuss. Alternatively, if your cabinet is too small for the recent growth spurts of your network, we can suggest ways of freeing space or even swapping your cabinet for a larger model.

Here are a few before and after pictures for a cabinet tidy project we completed for Games Workshop.

	Example A	Example B	Example C
Before:			
After:			

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SERVICES

Electrical Installations

Integral's customers started asking if we provided electrical services to compliment our cabling. As this demand grew, we embarked on diversifying in to electrical work. We can now install spurs and power for Communication Cabinets, dado and electrical sockets for offices and even assist in the zoning and re-zoning of lights and switches as office moves are becoming more prevalent. Full Electrical Installation and Minor Works Certificates are issued on completion by our trained test and inspect engineers, giving you the piece of mind that your electrics are safe. We are also installing more and more complete ICT suites for schools providing them with data cabling, containment, benching and electrical services.

Interactive Whiteboard and Projector Installations

Integral's services suit Schools and Education as we can be more diverse in what we are able to offer them from one supplier. Interactive Whiteboard bundles in Schools have replaced the old black board and the governments plan is have an Interactive Whiteboard in every classroom to allow the kids to embrace newer technologies and the teachers to have better aids to teaching. Integral have installed over 100 Whiteboard and Projector bundles into schools and businesses. We recently installed 60 Interactive Whiteboards in a College. The main reason for us winning this work was the commitment to be able to complete this in one week. We worked day, night and a weekend to deliver this in time for the students coming back after their holidays.



Wireless Access

Wireless is becoming more popular in certain industry environments and for specialist applications. We always believe that standard cabling is the best route for security, bandwidth and active down-time issues but there are times when only wireless will achieve the best result. Wireless is becoming more popular in warehouse environments to allow operatives to scan and pick items and have the records updated straight on to the companies' network. Wireless has also become a second option in many businesses to allow users to move around offices and pretty much work anywhere in the building without needing a network connection. This flexibility gives businesses added advantages over their competitors. Buildings can also be linked with wireless, sometimes over great distances if standard cabling cannot be deployed or is too expensive.



Integral have recently installed the cabling and wireless access points at Crown Paints main site and subsidiary site to allow full coverage for their operatives. This system will allow for real time feedback to the network and speed up their picking / ordering processes.

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SERVICES

Communications Cabinets

When a network starts to get above a certain size, it is wise to house the passive and active cabling and equipment in lockable communication cabinets. Integral can supply and install every type of cabinet from small wall mount enclosures to full height server cabinets. We can also advise, provide and install all accompanying equipment for the cabinets e.g. power strips, fan units, cable management and plinths. Some hard to reach places may need a cabinet flat packed and then built on-site - again we can provide this service to you.



Hubs, switches & routers

Hubs, Switches and Routers are the Active Equipment that allows your data traffic to be sent around the network. Switches are more common these days as the prices are very low in comparison to the many added benefits achieved over hubs. Switch ports can support 10/100 or 1000 Mbps speeds to suit your bandwidth requirements. Gigabit Switch ports are becoming more and more cost effective as the technologies evolve.



For more information on the many ranges of Active Equipment choices, please call to discuss your requirements.

“These services represent our normal sphere of operational areas, however should your requirement not be covered please contact us for further information.”

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QUALITY

Due to the very nature of the industries that we serve, the success of end product demands that all component parts, installation methodologies and workmanship are always of the highest quality and as a minimum meet all current industry standards.

Our aspiration is to provide our customers with a total solution in the form of a one-stop-shop for all aspects of the cabling works, from initial site survey, through solution design and specification to installation, testing and completion

All installations are performed to conform with the latest industry standards and the relevant manufacturers guidelines, which include the following:

Standard	Description
ANSI/TIA/EIA-568-A-5	Commercial building wiring standards
ISO/IEC 11801-2000	IT general cabling for customer premises
(BS) EN 50173/4	Generic cabling systems
(BS) 7718	Installation of fibre optic cabling
(BS) 6701	Code of practice for installation of apparatus intended for connection to certain telecommunication systems
(BS) 7671	Requirements for electrical installations

We use premium quality network products, for the most advanced network performance.

Some of the products we are proud to use are listed below.



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WARRANTY

Integral Network Solutions is committed to providing a high quality service, on time and with the minimum disruption to our clients.

Our 15 to 25-Year Manufacturer's Warranty on all systems and components is supported by skilled workmanship and professionalism to meet all current industry standards.

Health and safety is at the core of our business and we are proud to have achieved Safe Contractor approval, CHAS (Construction Health & Safety) accreditation and all our engineers are CSCS approved.

We are confident in our quality which is why we offer clients the Integral 100% Satisfaction Guarantee – you will be fully satisfied or we won't charge you a penny until we get things right.

TRAINING & QUALIFICATIONS

Training undertaken & Qualifications held by our installation teams include:

- ⇒ Construction Skills Certification Scheme (CSCS)
- ⇒ Height Safety Equipment Appreciation & Inspection
- ⇒ Power Access Licence (IPAF)
- ⇒ City & Guilds BS7671 IEE Wiring Regulations 17th Edition
- ⇒ City & Guilds BS7671 Level 3 2391 Inspection, Testing and Certification of Electrical Installations.
- ⇒ City & Guilds 3466-02 Optical Fibre Installation & Testing
- ⇒ City & Guilds 3466-04 Data Communications Cable Installation & Testing
- ⇒ Connectix Network Ethernet Design & Installation Training Course
- ⇒ Excel Network Ethernet Design & Installation Training Course
- ⇒ Nexans Network Ethernet Design & Installation Training Course
- ⇒ First Aid Appointed Person Course
- ⇒ IOSH Working Safety Course
- ⇒ BTEC Data communications Cable Installation

ACCREDITATIONS

We are also accredited with the following...



FIA Membership
No. 641



SafeContractor
No. N00125743



CHAS Verification No.
Call 0208 545 3838



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TOOLING

All of our installation teams carry all standard tooling at all times, including relevant ladders, drills, crimp tools and calibrated cable testers.

Our engineers also carry fibre termination kits, fibre testers, and labelling software.

They also have access to and qualifications for specialist equipment including cherry pickers, scissor lifts and scaffold towers.



HEALTH & SAFETY

Health and safety is at the core of our business and we are proud to have achieved Safe Contractor approval, CHAS (Construction Health & Safety) accreditation and all our engineers are CSCS approved

We have a comprehensive Health and safety manual covering most potential risk assessments that is available for inspection.

Each Implementation Team/Engineer will carry Health and Safety equipment such as hard hats, safety glasses, ear defenders, hi-visibility vests and jackets and first aid kits as a minimum requirement. All engineers will follow our internal Health and Safety at Work policy.

Bespoke Method Statements and Risk Assessments can be produced for each specific project if required.

ON-SITE—APPEARANCE & COMMUNICATIONS

Each engineer will be of a clean and smart appearance and can wear the uniform of the contractor if preferred and supplied.

Think of us as an extension of your business – we use clean, un-marked, regularly maintained vehicles and wear non-branded uniforms to act as ambassadors to your company.

On job completion we provide a "Quality Assurance Certificate" for the client to sign. This can of course be non-branded. These reports will be fed back to you to allow you to see that we are getting it right and also gives us the opportunity to pick out bad feedback and do something about it.

The certificates also allow for the client to mention any referrals they may want to pass on for you to follow up.

All Engineers will sign-in on site at the start of the day and off site at the end of the day with the Project Manager or on-site supervisor. They will also be available to be contacted by pager or mobile at all times during working hours.

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HANDOVER

Once Integral have completed an installation we produce a comprehensive handover document, which can either be sent via post as a hard copy in a presentation folder, or via email if you are a company trying to cut your paper wastage. Handover documents can include the following:

Document	Purpose
Detailed Plans – As fitted AUTOCAD drawings	Showing Cable routes & I.D's Layered as required to suit
Cabinet Schematic	Diagram showing layout of cabinet
Certified Copper Test Results	Wavetek Level III hard/soft copy
Twisted Pair Test Sheet	Summary of each installed outlet
Certified Fibre Optic Test Results	Light Power Meter results hard/soft copy OTDR results hard/soft copy
Fibre Optic Schematic	Diagram and details of installed fibres
Voice Installation & Test Sheet	Multi-core link details with colour codes
Voice Schematic	Diagram and details of installed voice cables
Data and Voice Patch Details	Voice & Data Patch List
Manufacturers Warranties	Up to 25-year Component & Performance Warranty
Timesheets	On-site engineers work details
Customer Sign Off	Signed site Work Order

SOFTWARE

We use the following software for pre and post sales presentations including generation and final handover documentation packages:

Software
Microsoft Office 2003. (Word, Excel, Power Point, Publisher, Access)
Microsoft Project
Microsoft Visio
Auto CAD LT
Wavetek LT Record Manager
Silver Fox Labelling Programme
Fluke Networks Linkware
ACT! CRM

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CASE STUDIES



Wakefield College - Skills Xchange

Integral Network Solutions recently completed a comprehensive data communications fit-out over 4 levels of Wakefield College's new Campus, the skills Xchange at Glasshoughton.

The skills Xchange is located on the £200 million, 335-acre mixed-use Glasshoughton Business Park just off the M62 and will be officially opened in the coming weeks by Ed Balls, Secretary of State for Children, Schools and Families and MP for Normanton.

Purpose-built facilities accommodate the study of subjects like brickwork, carpentry and joinery. In addition to this, beautifully appointed salons, including a nail bar, provide live training environments to students. There is also a learning resource centre equipped with a range of learning materials, the latest in technology, and access to the internet available to students on campus.

The iconic new building will house 300 members of staff and 2,500 full and part-time students, with the main learning areas being the construction crafts, practical engineering, motor vehicle, hairdressing and beauty therapy.



In total, Integral installed approximately 2000 NEXANS LANMARK Category 6 data points on the campus, as well as completing the voice and fibre optic cabling back bones between six Communication Rooms across the site – the iconic new learning facility is now fully equipped to meet the challenges of 21st Century technology. The reliability of Integral Network Solutions and the speed and precision of our engineers was proved when we became the only contracting company on the site to complete our part of the project on time.

The teachers and students of the new Skills Xchange are left wanting for nothing in terms of technology as the new data communications facilities cater for and even exceed expectations.

In addition, Integral has provided a 25-Year warranty for the installation project. The warranty covers all products including cable, cabinets, patch panels and patch leads and is unrivalled in the UK data communications market. The installation and warranty will serve the Skills Xchange well into the future for its communications needs.

The total cabling project value was £120,000

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CASE STUDIES

CGU Insurance



CGU insurance decided to upgrade the existing data and voice cabling infrastructure without disrupting normal operations.

Integral was successful in winning the sub contract works to refurbish the cabling infrastructure over 12 sites, within a 3-month period.

Integral Networks replaced the existing Token Ring cabling infrastructure with an ITT Cannon Category 5e Shielded Solution. The complete systems consisted of 7,000 RJ45 user outlets, 100's of diversely run OM3 fibre backbones, 1,000s Copper Voice Circuits and over 40 data cabinets.

Integral project managers worked closely with CGU staff to ensure the smooth installation of the new system. The majority of installation work had to be completed out of hours on night shifts and at weekends.

The project involved 45 installation engineers and was successfully completed within the tight deadlines given.

In addition we have completed the following projects:

- ⇒ Lloyds TSB Bank
- ⇒ Leeds National Crime Squad
- ⇒ Lancaster Crown Court Grade 1 Star Listed Building
- ⇒ Burnley, Liverpool & Manchester Crown & Combined Courts
- ⇒ Hull Royal Infirmary, Pontefract & Pinderfield's Hospital
- ⇒ Business Link Bolton & Bury
- ⇒ Sheffield Wednesday Football Club
- ⇒ STRATA Construction – New Head Office at Lakeside Doncaster
- ⇒ Approved Installer - Wigan Metropolitan Council
- ⇒ Approved Installer – East Riding of Yorkshire Council
- ⇒ Approved Installer – Bradford Council
- ⇒ Approved Installer – Wakefield Council
- ⇒ Numerous Schools and Colleges.
- ⇒ Many SME commercial and industrial businesses

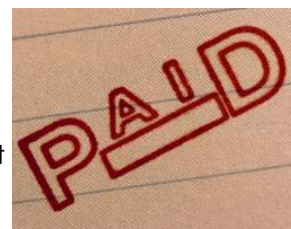
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FINANCE

Payment Terms

Our payment terms are usually 30 days from date of invoice.

Under no circumstances will any works commence without the receipt of a relevant purchase order, or signed works variation order to an original purchase order.



Quotation Format and Costings

Formal quotations and proposals are available in the following formats:

- ⇒ Fixed hourly/day rate.
- ⇒ Fixed cost based on site survey or provision of detailed drawings and information.
- ⇒ Geographical Matrix Cost

Don't Forget...

"We're so confident of our work that we offer The Integral Guarantee..."

If you're not 100% satisfied with the work we carry out we don't expect you to pay a penny until you are"

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CLIENT TESTIMONIALS

York Bioanalytical Solutions Limited

I received the handover documentation for the Rowan House IT installation from you yesterday. These are excellent! Exactly what we need for the regulated environment we work in. Please can you pass on our thanks for an excellent service to all involved.

Thank you again for an excellent service.
Jeremy Cook

Kirkbalk School

Paul,

Well impressed with work, will defo recommend you for any more work!!

Regards,
Ashley Clark
Deskside Engineer

Aindale Computer Systems

Hi Paul

Brian at Sandersons has emailed me – asking if they will receive the documentation/test results for the cabling job. I think you usually send these to ourselves. If these are still in progress, can you forward them to me.

He also re-iterated how happy they were with the work, attitude, etc shown by all concerned with the project – so thanks again.

Regards Shaun

Neville Johnson

Paul,

Can I just say how impressed I was with the service we received from yourselves again.

The installation of the fibre cable spur was carried out very efficiently and with a high level of professionalism.

Thanks very much.

Kind regards,
Andy McDowell - Cost Accountant

Highlander Business Solutions

I felt like I had to write and express my thanks for the diligence and quality of work that you have undertaken on behalf of Highlander Business Solutions in installing the cabling and networking solution for the new offices for ACT in Sheffield last week. As this was the first large project that I asked for your assistance with, I was delighted with progress from start to finish.

Having managed numerous cabling and network installations over the past eight years, I feel that I have rarely worked with a more professional and committed subcontractor. I thank you and commend you and your team of engineers for your efforts. The installation of over 100 network points in Category 6 cabling was faultless and I was delighted that you were able to complete the works as required within the available week.

The attitude of your engineers on site was a credit to your business. It is rare in business to find a partner service provider, who will fulfill their contract and obligations to the letter. The quality of presentation of the test results and schematic diagrams are excellent and I hope we can continue to work closely in the future.

Paul Bruce—Business Development Manager

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CLIENT TESTIMONIALS

Jane Reynolds – Training Centre Admin Manager

Just a quick note to Thank You and your staff for the work that was carried out in our centre.

The chaps that came were very polite and efficient

Thank You
Regards, Jane

Richard Young – Richard Young Alarms

Please pass on my thanks for your help on the recent school project, the engineers were quick to respond and provided detailed test results.

I will definitely be using your company again in the future.

Richard Young

Mike Dickin – AKZO Nobel

As you are aware Integral came on site on Friday to fit the data Cable in No. 1 Emulsion.

They did a excellent job with no problems at all.

Can you please pass on our thanks for a job well done.

Mike

Marie O'Donnell – Red Rose

Hi Paul

Just a quick note to let you know everything went well today and also to convey my thanks once again for a job well done!

Have a good Christmas and New Year.

Hopefully we will be working together again very soon.

Marie

“Thank you for taking the time to look through this company overview.

Please feel free to contact us if you have a request or any questions.”

For further information about Integral and our Products and Services, as well as a handy Free Downloads Centre, please visit www.integral-networks.co.uk

Integral Network Solutions | Unit 9 Cortonwood Centre | Knollbeck Lane | Brampton | Barnsley |
South Yorkshire | S73 0TU | Tel: 01226 752211 | Fax: 01226 750022 |
Website: www.integral-networks.co.uk | E-Mail: info@integral-networks.co.uk |