



● Scalable networks enabling business growth ●

The Background

Virtual1 is an award-winning network operator, it has one of the widest network footprints available with interconnects in 230 countries and territories worldwide, delivering tailored cloud solutions exclusively to the wholesale marketplace.

Virtual1 is a customer of Daisy (formerly Alternative).

The Challenge

Virtual1's business was growing and prompted the need for a core network upgrade in order to meet the increasing business demands. The solution needed to be scalable and future-proof. Virtual1 also wanted to be able to offer its customers a better service by reducing the lead times it took to bring new customers online and reduce the time to bill.

The Solution

Virtual1 needed a reliable partner who had a top tier relationship with Juniper Networks. Using in-house senior JNCIE architects, Daisy designed a solution with Virtual1 to ensure the successful deployment of the MX core for Virtual1's original London network. This vast expansion project included dedicated dark fibre encompassing over 50 PoP's and data centres; resulting in a resilient, flexible, state-of-the-art network infrastructure that allows Virtual1 to satisfy the requirements of customers today and remain agile.



The Result

With the new solution, Virtual1 can now offer its clients more choice and the most competitive fixed London pricing on 100Mbps, 500Mbps and 1Gbps services. The network now uses more than 100 Juniper routers, switches and hundreds of kilometers of dark fibre allowing future scalability to more than 100Gbps. There are now 1,200 cabinets, 2,000 Gb ports with 15 Tbps of throughput on the network. Daisy used streamlined logistics handling and advanced forecasting to swiftly bring new customers online and reduce the time to bill.

“We are delighted to be working with Daisy to provide future-proof ethernet solutions, from internet only or encompassing the SIP exchange service, to bespoke MPLS and VPLS networks.”

– Tom O’Hagan, Managing Director, Virtual 1

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If you are a Daisy client and would like us to talk about your company and your experiences on our website, across our social media channels and in the press, simply email us at pressoffice@daisygroup.com with your company name and contact details and we will call you back.

NB: This is a service provided free of charge to our clients and we will include links to your business’ website.

