ATOMNIA
Connected Cyber Resilience

eurocell

CUSTOMER SUCCESS | MANUFACTURING, RETAIL & CONSTRUCTION

Eurocell Revolutionises Network Infrastructure & Cyber Resilience With OMNIA



Eurocell creates sustainable building solutions for the trade of today, the homes of tomorrow and the environment of the future. With its headquarters in Alfreton, Derbyshire, Eurocell is at the forefront of the UK's PVC-U industry, leading the way in the manufacture, distribution, and recycling PVC-U windows, doors, conservatories, roof lights, roofing and roofline systems.

Eurocell employs over 2,000 staff across more than 200 UK trade branches, serving over 40,000 tradespeople. Celebrating 50 years in 2024, Eurocell offers the widest range of home renovation and new build products under one brand, with over 10,000 items including garden rooms, decking, fencing, and more.

2,000+	200+	40,000	50	10,000+
STAFF	UK TRADE BRANCHES	TRADESPEOPLE	YEARS IN 2024	PRODUCT ITEMS

> *Since deployment **OMNIA** has delivered seamless network resilience, multiple layers of cybersecurity, enhanced throughput and network visibility.*
>
> ***OMNIA** was a strong commercial offer compared to MPLS, and other SD-WAN competitor offers.*

Alan Kennedy
Head of IT Infrastructure & Security, Eurocell

CONNECTED CYBER RESILIENCE

CONNECT · PROTECT · DETECT · RESPOND

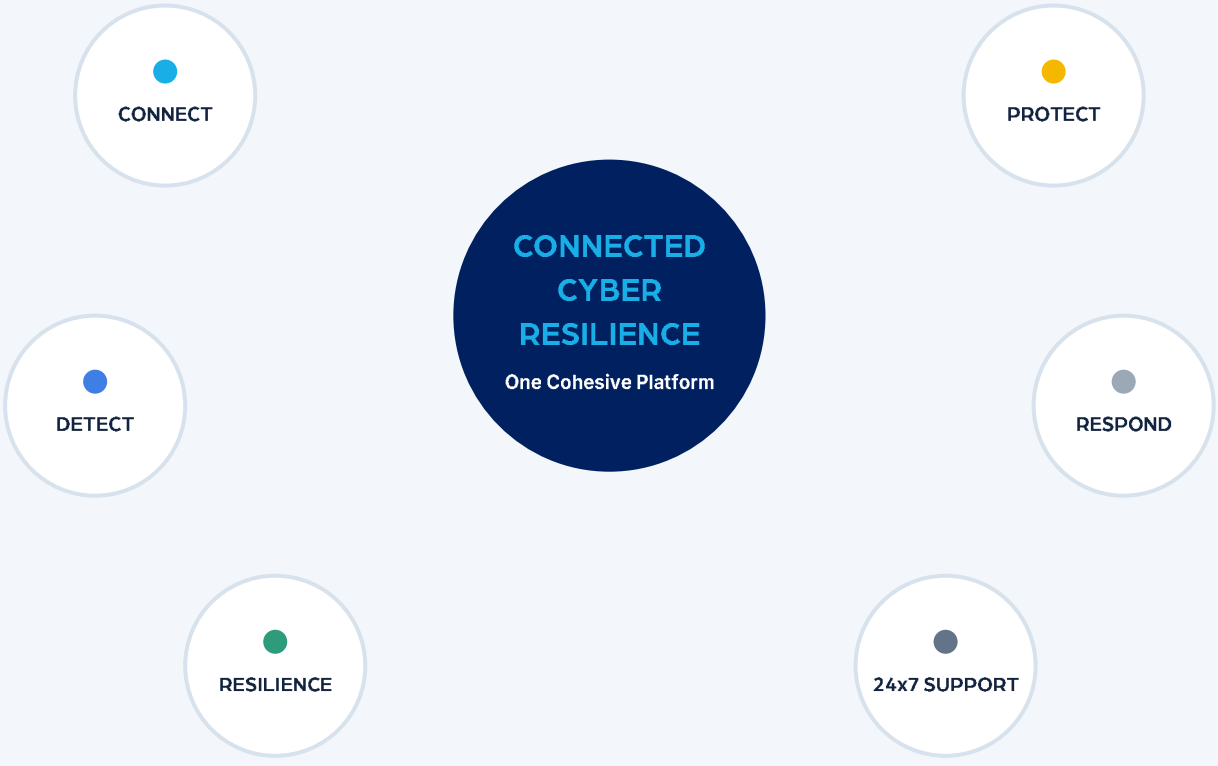
From Rigid MPLS to a Resilient, Future-ready Network

Eurocell's Pain Points

Eurocell faced significant networking challenges due to its expansive geographical footprint. The company's existing MPLS infrastructure had become increasingly rigid, failing to meet the evolving needs of their dynamic business environment. Recognising the need for a more flexible, adaptable and secure solution, Eurocell's centralised IT team, led by Alan Kennedy, Head of IT Infrastructure and Security, embarked on a journey to revolutionise their network infrastructure.

Why Eurocell Chose OMNIA from ATOMNIA

After extensive investigations into multiple solutions on the market by Eurocell's IT team, one clear leader emerged, and after an extensive proof-of-concept within Eurocell's live environment, the decision to select ATOMNIA as the preferred solution partner was unanimous.



CONNECTED CYBER RESILIENCE ● CONNECT ● PROTECT ● DETECT ● RESPOND

Proven In Eurocell's Live Environment

> *ATOMNIA ran an extensive POC with us, ensuring that the product met all our requirements. The POC was run professionally and the support given during the process was exceptional. After running the POC, we could see multiple benefits to moving to the OMNIA product. These were:*

- *Omnia integrated seamlessly with our current MPLS so we could easily see a migration path.*
- *Provided seamless network resilience into each site at a good commercial offering.*
- *Multiple layers of cyber protection*
- *Good throughput*
- *Visibility of what is being used on the network*
- *Strong commercial offering compared to MPLS costs and other SD-WAN competitors*

ALAN KENNEDY | EUROCELL

A unified platform for complex IT

ATOMNIA is a leading provider of advanced network & cybersecurity technologies, and the creators of OMNIA, an all-in-one solution that solves complex IT infrastructure challenges.

In like-for-like comparisons **OMNIA** stood out for its ability to seamlessly integrate networking, the best rated cybersecurity products and full compliance requirements into a single, efficient platform.

OMNIA's unique approach not only meets current IT needs but also anticipates future challenges, offering businesses like Eurocell an innovative, future-proof solution backed by expert professional services. By consolidating multiple IT functions into one cohesive system, OMNIA delivers advanced yet affordable SD-WAN / SASE network & cyber security, visibility, compliance and 24×7 support.

- SD-WAN / SASE
- NETWORK RESILIENCE
- CYBER PROTECTION
- VISIBILITY
- COMPLIANCE
- 24x7 SUPPORT

CONNECTED CYBER RESILIENCE — CONNECT | PROTECT | DETECT | RESPOND

Agility in Business Expansion

One **of the most significant advantages of OMNIA** has been its ability to support Eurocell's growth. The solution's agility has simplified the process of opening new sites, dramatically reducing deployment times from several weeks to days, compared to traditional MPLS setups. This newfound flexibility has empowered Eurocell to expand its operations more efficiently than ever before.

WEEKS TO DAYS

NEW-SITE DEPLOYMENT

World-class Service from ATOMNIA



Along with the migration of existing sites, Eurocell have opened new sites. The agility of the OMNIA solution has made opening new sites very simple and with short lead times which is historically something we always struggled with when deploying MPLS.

The service we have received so far has been world class and ATOMNIA are always quick to update us on new offerings within their solution that we can take advantage of and benefit from.

Eurocell are very pleased with our partnership with ATOMNIA and the service that is being supplied to help us grow as a business.

ALAN KENNEDY

Head of IT Infrastructure
& Security, Eurocell

After a successful POC, we decided to move ahead with **OMNIA** and roll out across our entire estate. The migration to date has been very well run by **ATOMNIA**, with superb support and project management provided. All sites has been migrated with minimal disruption, and our users are starting to see the benefits of **OMINIA**.

CONNECTED CYBER RESILIENCE ● CONNECT ● PROTECT ● DETECT ● RESPOND

Supporting Eurocell's Sustainability Goals

Eurocell's commitment to providing quality sustainable solutions sets it apart, with the largest PVC-U recycling operation in the UK. It operates a closed-loop recycling system, collecting, reprocessing, and utilising waste to create new products. In 2023 alone, Eurocell incorporated 16,700 tonnes of recycled PVC-U in its operations, with windows containing approximately 32% recycled content.

16,700

TONNES OF RECYCLED PVC-U IN 2023

32%

APPROX. RECYCLED CONTENT IN WINDOWS

One Lean, Green Vena Edge Device

LESS HARDWARE, POWER AND COOLING REQUIRED

All OMNIA modules run simultaneously on a single powerful Vena edge device, thereby supporting Eurocell's environmental goals by reducing the number of devices needed in a solution, using less power and requiring less cooling.

A Flagship Customer – First To Adoption, Eurocell is Leading The Way

The market is dominated by giant US tech vendors and Eurocell's IT team had already explored several of these, in search of a solution. When I first introduced OMNIA, Alan Kennedy saw beyond the familiar names and recognized the groundbreaking potential of our home-grown technology. It takes vision and courage to be the first to adopt an innovative solution and Alan (and Eurocell) embodies that spirit. Through rigorous testing, the Eurocell team validated every aspect of OMNIA, not just as a product, but as a partnership. Today, we continue to affirm their trust by delivering results that exceed expectations. This partnership is a testament to the power of collaboration and innovation, proving that even in a crowded market, bold decisions lead to transformative success and competitive advantage.

OMNIA is the culmination of 7 years research, development and innovation. It's a dual UK/European solution created by local experts at the top of their game internationally. Each OMNIA component has been meticulously sourced or developed and then integrated to deliver enterprise & military grade performance, at a price point affordable for every business - from SMEs to global brands & governments.

When it comes to keeping securely connected to your teams, customers, applications & supply chains, while ensuring data sovereignty, OMNIA is the only choice - Ask Eurocell!

Anthony Senter, CEO, ATOMNIA