

# CASE STUDY **INSIGHTS**



Project

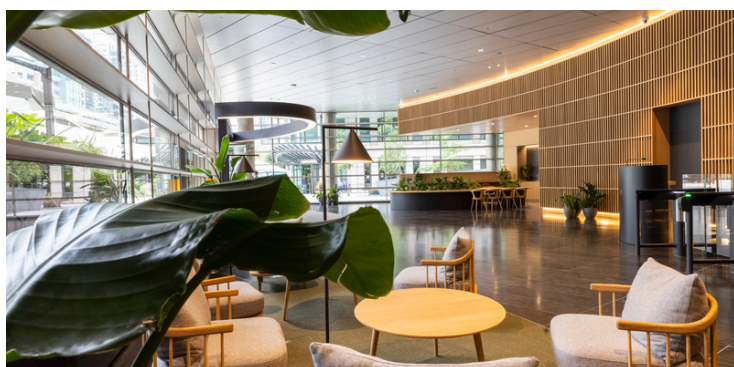
**BRITISH LAND – 10  
EXCHANGE SQUARE,  
LONDON  
EC2A 2BR**

# CHALLENGE OVERVIEW



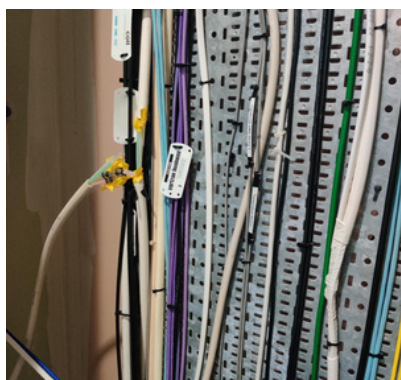
## 10 EXCHANGE SQUARE Project

British Land needed to provide fibre connectivity for their tenant, an American bank moving into the 8th floor of 10 Exchange Square. A wayleave agreement, required for securing legal access to install fibre cabling across multiple landlords' properties, is usually a lengthy and expensive process. With the tenant's move-in fast approaching, there simply wasn't time to pursue traditional wayleave agreements, which can take months to finalise and often involve significant additional costs.



# THE ZETTA SOLUTION

Zetta Connect was brought in to design and deliver a rapid solution. We quickly surveyed the building and designed a new fibre route that bypassed the need for wayleave. New fibre tubing was installed in the riser up to the 8th floor, and a longline was run directly to the tenant's cabinet. We also prepared to cross-connect the tenant's circuits once delivered, ensuring a uninterrupted integration with their IT services.



# THE RESULT

The project was completed within a month from enquiry to handover, much faster and more cost-effective than pursuing a traditional wayleave. Not only did this meet tenants urgent deadline, but the infrastructure also has the potential to support future tenant services in the building. Get in touch to find out how we can deliver fast, and reliable connectivity for your building.