

Network opens up to share benefits

LMN provides first-class connectivity and a range of generously-discounted services to its members in the academic world – now those same benefits are being offered more widely to libraries, not-for-profit organisations and any other public sector body in the London area

THE COMMERCIAL TERMS NEGOTIATED BY LMN

in an innovative deal with suppliers brings high quality managed services within the reach of public sector budgets and makes a compelling argument for outsourcing.

"In all parts of the public sector, IT managers are under the same pressures as our members in universities and colleges; we are all working to save on costs, achieve better value and raise performance levels for our users," says LMN Business Development Manager Maria Iliia.

"Through the relationship of trust we have built up with our partners, we have been able to not only negotiate attractive terms but also robust SLA's that give real value for money," says Maria. "Public sector managers can buy with confidence because they know that the key issues have been worked out in advance."

In addition, by joining LMN, public sector managers make a leap forward in the potential for collaboration – across the worlds of academia, business, public service and the voluntary sector – and collaboration was the key topic in an LMN seminar held recently for public sector managers.

"We are offering membership to any public sector bodies where the use of the network is to the benefit of the local community or to the public in general," explains Maria. "We believe that IT managers in the public sector will see the same attractions in our network and our services as their colleagues in universities and colleges."

"LMN offers exceptional internet service speed and reliability," says Chief Technical Officer Peter White. "Unlike many internet network service providers, we operate an uncontended network. LMN aims to maintain a core network capable of meeting simultaneously the peak traffic requirements of all of its users."

LMN members benefit from discounts on the following portfolio of high quality services, designed to support cost-effective IT service delivery and support e-government goals:

- Remote Monitoring Service provides organisations with a range of intelligent

remote monitoring, maintenance and management solutions designed to maximise the performance of ICT systems, underpinning services to users and customers

- Web Filtering from Evolve North - education partner of SurfControl –enables the flexible management of internet usage to suit public sector bodies, providing protection from inappropriate internet content, such as spyware, with sophisticated filtering rules that can be applied to meet the needs of vulnerable users
- Managed Services from InTechnology include online back up, archiving and web file facilities, which assure the integrity and security of confidential public sector information. InTechnology has gained the code of connection from the NHS Information Authority to supply

healthcare organisations with the VBAK managed backup and recovery service over the NHSnet

- InTechnology's services are already being taken by 20 per cent of the LMN community, including the University of London Computing Centre and the British Library. Now a special inter-connect agreement has been made between InTechnology, LMN and UKERNA, enabling the cost-effective delivery of automated data back-up, data archiving, hosting and web file services to institutions connected to the JANET network
- Email filtering from Message Labs offers a managed e-mail filtering service so that members' systems and users get no more SPAM, viruses and unwanted content. Over 10 per cent of the LMN community has been using this service for the past two years, with excellent feedback.

All about LMN

The LMN network provides high capacity internet connections to leading national organisations and institutions in the Greater London Area. LMN connects them via high-speed Access Links to the LMN high capacity core London network.

This high capacity (2.5Gbit/s) core London network connects to the national SuperJANET backbone network, which provides onward connections to global internet.

The majority of LMN Ltd funding comes from UKERNA, which pays for the high-capacity core London network to which members are connected via ultra-fast access links operating at speeds typically between 2Mbit/s and 100Mbit/s. LMN Ltd is a not-for-profit company limited by guarantee and sets membership fees at a low level to provide a contribution towards its running costs.

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"Performance Partnership Agreements (PPAs) and performance measurement in general is providing a great challenge for all public sector managers," concludes Russell Altendorff, Director ISD at the London Business School. "In the area of technology services I believe there has been no better time to create strategic sourcing arrangements that raise performance standards as well as release resources for use elsewhere.

LMN is a public sector partner that is unique in several respects; it is able to test service level agreements before partners are asked to sign them; it is able to funnel money paid by the public sector to commercial services providers back into the public sector using innovative legal contracts; it is able to provide the security of numbers since it has over 100 member organisations already – this is public sector procurement at its best." ■

FURTHER INFORMATION:

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