

# Scaled growth through scaled leasing for Next Connex

**NEXTCONNEX**  
Wholesale Data Centre & Internet Infrastructure

Born out of a structured cabling company just three years ago, Next Connex is one of the fastest growing national fibre optic carriers in the UK - specializing in high bandwidth and Data Centre connectivity.

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To continue with the plan to expand its network across the UK, Next Connex needed to purchase new network equipment. After meeting with a number of different suppliers, Next Connex decided upon equipment supplied by Huawei.

The team at Next Connex were keen to go with the best possible equipment but didn't want to have to pass the associated costs on to their clients.

Nathan Bell, Business Development Executive at Next Connex, explains:

“We needed to acquire best of breed equipment to light our national network, but we didn't want to have to pass these costs onto our clients. The decision was made to finance the equipment in order to maintain competitive pricing, putting us at the fore-front of National and Data Centre fibre connectivity”

The decision to work with IQ Finance was made by Mark Fitchew, CEO of Next Connex;

“We chose IQ Finance because they understand the complexities of our business, as well as our goals and the challenges we face.

Working with IQ Finance has enabled us to choose Huawei Switched OTN equipment through a scaled leasing programme. This means we were in a position to make a future-proof investment and provide our customers with a solution built on an extremely efficient optical network”.

Robert Walsh-Smith, Director at IQ Finance, was aware of the challenges faced by Next Connex when providing the finance solution:

“Data networks are a large investment. Many companies are constantly having to purchase or lease new equipment - whilst losing capacity because of technology constraints. We wanted to make sure that Next Connex could achieve the goal of



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purchasing switched OTN-capable equipment, which will still perform 10 years from now. Through finding the right finance solution, Next Connex will be able to grow a large, sophisticated, future-proof network. Without finance they would be forced to settle for a weaker solution, which would require continual and costly updates.”

Next Connex has been very pleased with the decision to work with IQ Finance, Mark Fitchew comments:

“Our primary challenge was to buy a lot of high-tech equipment which most lenders themselves don't fully understand. IQ Finance took the time to understand the technical nature of the equipment as well as our business model. This really made the difference when selecting a finance solution and means we can be very confident in our business decisions.”

To-date Next Connex have completed the Southern leg of their data network linking London to Cardiff with points of presence along the fibre in Bristol, Swindon and Newbury. The next phase of the expansion will see them rolling their infrastructure nationwide, initially connecting Birmingham and Leicester to complete the Southern Ring, with plans to continue expansion up to Manchester and Leeds.

Once completed, the entire UK network will be fully capable of OTN switching, enabling high capacity wavelengths to be manipulated around the network, ready for the capacity demands of tomorrow. Nathan Bell continues:

“The future for Next Connex is very exciting. As our data network extends from the South of the UK up to the North and back down to London, we will be able to offer our wholesale clients sophisticated, competitively-priced connectivity operating on the most capacity efficient technology available”.

Most importantly, Next Connex will be able to offer their clients one of the best and most flexible network solutions in the country at industry leading prices.

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