

## CASE STUDY

# Glide's high-speed connectivity at Wembley Park

Quintain Living, situated in the iconic Wembley Park area of London, represents a premier mixed-use development.

With over 3,500 apartments and several thousand more in the pipeline, the estate is a blend of high-quality residential accommodations, retail spaces, and public amenities.

As part of a major urban regeneration effort, Quintain Living aims to provide residents and tenants with a superior living and working environment, where state-of-the-art connectivity plays a crucial role.



## Key features of the Glide solution

### High-speed, high-quality service

Glide integrated best-of-breed technology into the apartments, ensuring residents and retail tenants experienced uninterrupted, high-speed internet.

### Comprehensive coverage

The service extends beyond residential apartments to retail clients, shared areas, and public realms within the estate, providing uniform high-speed connectivity.

### Dedicated dark fibre connections

By utilising dedicated dark fibre connections to Glide's network, Quintain Living can offer the highest quality broadband without worrying about service contention.

### Operational efficiency

The Glide contract enables Quintain Living to rely on robust connectivity without the need to invest time and resources in developing and maintaining the service internally.

## The challenge

Initially, Quintain Living managed its internet services in-house. However, as the estate grew, the need for a reliable and high-speed internet service became more pressing. The internal management of connectivity was not scalable, and the desire to enhance the overall service quality for residents and tenants led Quintain Living to seek a partner who could deliver consistent, high-speed internet service across the estate.

## The delivery

Glide, a leading provider of high-speed connectivity solutions, was selected as the partner for this transformation. Glide's expertise in building and delivering high-quality internet services made them an ideal choice for Quintain Living's requirements.

From the onset, Glide demonstrated a clear understanding of Quintain Living's goals and the unique needs of the Wembley Park development. The partnership was built on two primary objectives: delivering an exceptional user experience and maintaining cost-effectiveness. Glide successfully addressed both needs, transforming Quintain Living's connectivity from an experimental phase into a fully operational, reliable service.

## The outcome

Due to the Glide infrastructure that is installed around Wembley Park, Glide is able to support Quintain with providing their services to commercial locations around the park, ranging from small commercial units contained in the larger units, through to larger businesses along the main thoroughfare of Wembley Way such as Bread Ahead, BoxPark, and Masalchi.

Glide also provide public Wi-Fi throughout Wembley Park, as well as connectivity into the London Designer Outlet.

In addition, Glide support the digital marketing totems which are rented by Quintain to customers, and also control lighting and sound systems across Wembley Park.

Due to the size and complexity of this network, Glide and Quintain joined forces to understand and install a modern network that is futureproof, and ready to deliver a high performing, dependable internet service to all tenants at Wembley Park.

## Conclusion

Glide's involvement in the Wembley Park development has been transformative. By providing high-speed, high-quality internet connectivity, Glide has enabled Quintain Living to offer an unparalleled living experience. This partnership not only supports the technological needs of the current estate but also positions Quintain Living for future growth and development, ensuring that connectivity remains a cornerstone of its service offering.



Glide have absolutely transformed the way we deliver service to our customers, whether that's building the best of breed technology into these apartments, or offering a high-quality, high-speed service across the board.

Our partnership with Glide has enabled us to deliver fast connectivity anywhere we need it in the estate, whenever we need it.



Jim Eaton-Terry  
CTO, Quintain Living



This case study highlights the critical role Glide played in enhancing Quintain Living's service delivery, showcasing the significant benefits of partnering with a specialised connectivity provider in large-scale urban developments.