



INTEGRAL

End-to-End Data and Fibre Cabling

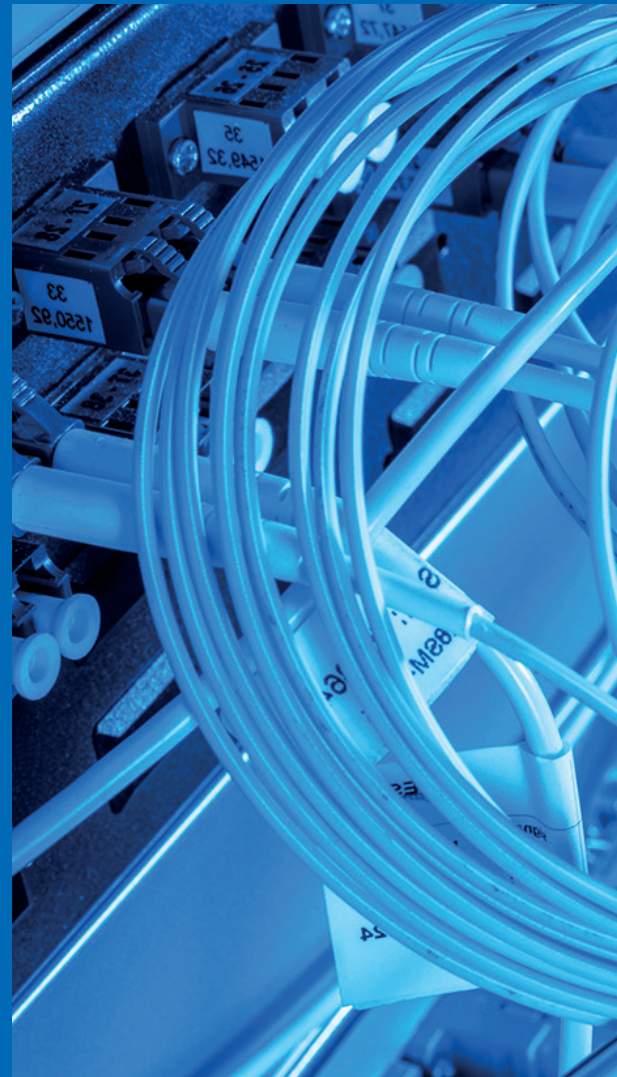
Superior Service Standards

No matter your industry, location, or size, your network needs to support all its devices safely, securely, and efficiently so you can run your business properly.

It might seem like your network is working well. But it could be performing poorly, leaving you prone to problems. Many cabling and data installers cut corners to offer low prices at the expense of quality of work. But at Integral Network Solutions, we guarantee success thanks to our exceptional standards of service – backed by decades of experience and top-quality products.

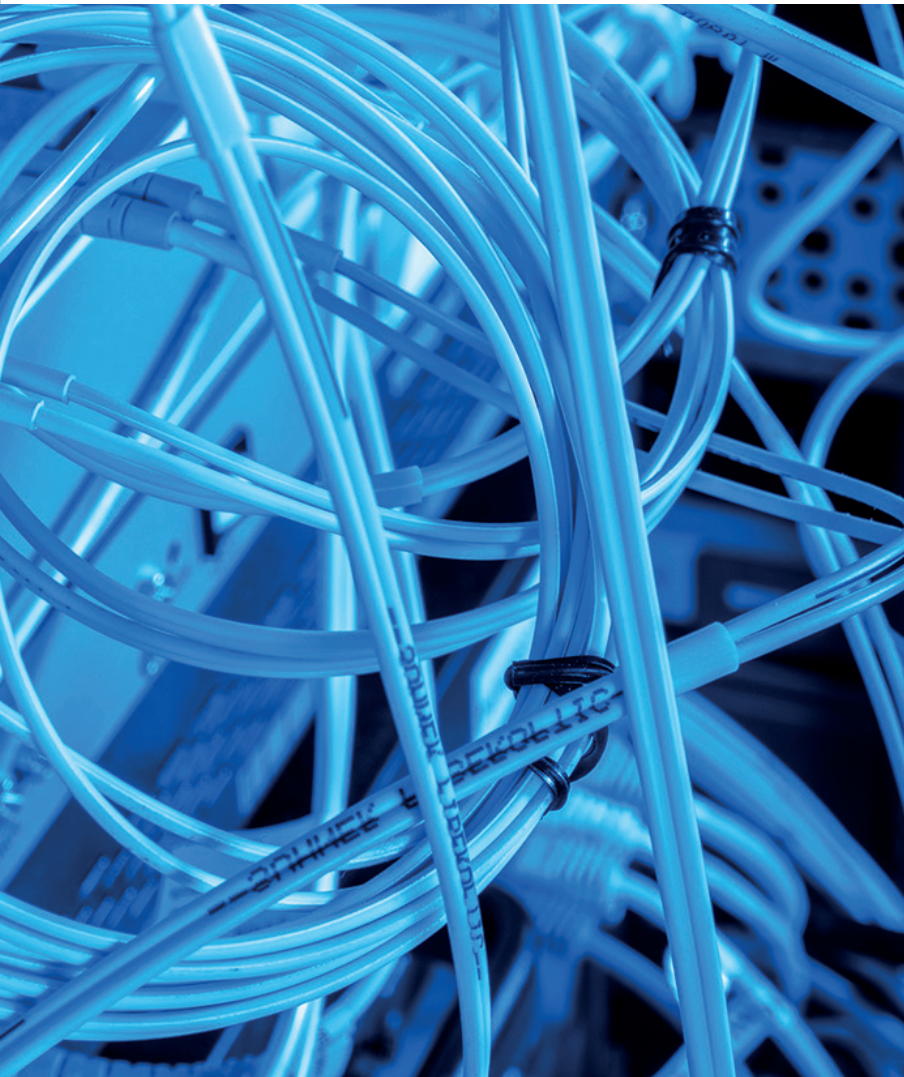
At Integral, we set ourselves apart from other cabling contractors by:

-  **Setting, and keeping to, high-quality standards and never cutting corners.** We meet all the latest industry standards at all times, including EN 50173.
-  **Making sure our cabling and components are always from a single source or manufacturer and independently verified.** This hugely increases network performance and efficiency.
-  **Taking part in ongoing training through official manufacturer cabling partnership schemes.** We have the certification to back up our accreditations and we purchase all our materials from a single-source partner or a manufacturer we partner with.
-  **Testing EVERYTHING, with no exceptions – ever.** Each cable is tested to current industry standards and using the latest calibrated test equipment.
-  **Providing warranties and guarantees for total peace of mind.** These last for a 25-year period and cover component failure, too. Going above and beyond even your highest standards. Let us know if you'd like to see proof of our experience, current trade-specific cards, and accreditations.



We offer a money-back guarantee, over two decades of experience, and the knowledge we've never had a dissatisfied client.

Choose Integral and you'll work with a team with unrivalled industry expertise and a commitment to excellence.



About

Integral is a leading installer of end-to-end data and fibre cabling.

Since our launch in 1999, we've made a name for ourselves as an industry leader, thanks to our decades of experience, team of technical experts, and our motto to always deliver "success through service".

Based in Barnsley, South Yorkshire, we travel and work across the UK.



Success through service.

What we do and why it matters

Our work is directed by the values we hold.

We apply small disciplines repeated with **consistency** every day and in everything we do, leading to great achievements.

We have principles. We work with **integrity**, consistently upholding strong moral and ethical values. We connect closely with our customers to deliver the highest standards, offering a no-hassle, money-back guarantee if we get things wrong.

We're **committed**. Whether it's a small job or a huge project, we make sure we provide a cost-effective, high-quality product and service, working on our skills so we always deliver our promises.

We're **professional**. We take huge pride in our work. Our standards are high and we invest in internationally recognised training programmes, manufacturer development, and health and safety.

We're **innovative**. We never stop learning. From small-site installation tweaks to new processes that make your life easier, we're always looking for ways to improve.

We're **fun**. We know cabling and data isn't usually glamorous. But we're fulfilled by meeting our values, have fun working together as a team, and enjoy the pride we get in delivering work to the very highest quality.

Services

Every project and client is different. There's no 'one size fits all' option, which is why you'll get a bespoke quote when we visit your site for your survey.

To get started, we've included a snapshot of our main services and what they cover.

Data cabling

For category 5e, category 6, and category 6a.

Includes: shielded and unshielded systems, testing and certifying new and existing data cabling, cabling health checks, and data cabling warranties.

Fibre optic cabling

For OM1, OM2, OM3, and OM4 multimode fibre, and OS1 and OS2 single mode fibre.

Includes: fibre backbone health checks, testing and certifying new and existing fibre cabling, and fibre optic cabling warranties.



Cabinets and racks

Installing wall, communications, equipment, and server cabinets, as well as cabinet and cable management tidies.

Mounting WAPs

Installing free issue wireless access points, usually in hard-to-reach places.

Contracting

Contracting services on behalf of IT, telecom, wi-fi, shop fitters, landlords, and electrical companies (white labelling, if required).

Above all, we offer assurance in our quality and commitment. In fact, peace of mind is one of the main reasons clients tell us they enjoy working with Integral.

What does it cost?

From scope of work, types of cabling, the installation environment, and the working hours you need, every project is different. That means there's no 'one size fits all' cost for our work. Instead, you'll receive a bespoke quote that's based on **your** individual needs.

At Integral, we know we provide value. That's because we're an experienced company with technical knowledge that never cuts corners, works with certified products, provides 25-year warranties and guarantees, is up to date with the latest industry standards and training, and always delivers on time.

There might be someone telling you they can do it cheaper, but you're running a risk with quality. After all, with Integral, you're paying for total peace of mind.

Our money-back promise

Every project you ask us to work on comes with our money-back guarantee: a full refund if you're not happy with our standards and service.

It's a promise we make with confidence. That's because not only are we certain of the quality of what we do, we've never had a client ask us for a refund. Thanks to our core values, excellent team, and committed customer delivery process, we always succeed in what we set out to do.

We've yet to find another competitive cabling company that can offer you this same guarantee. That's just another reason for you to put your trust firmly in Integral.



Money-back
guarantee: a full
refund if you're not
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Process

No matter the client, scope, or size, every project follows the same proven process.

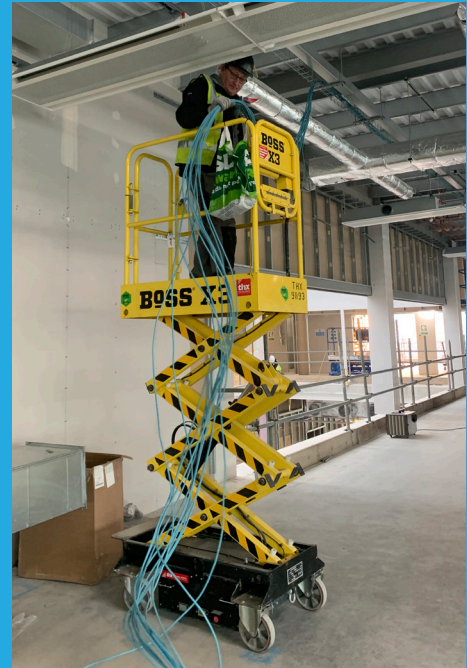
How it works

Getting started

We start by finding out exactly what you need. That comes with an understanding of you, the client, and our years of expertise.

Most of our projects begin with some information from you – specifications and drawings that tell us what type of cabling is required, how much and where, and with drawings of the site where possible. We can also help design a network if you'd like us to.

Next, we book your site survey and get the details we need to provide a quote. In most cases, we send that through to you in around three working days, revising it as needed. If you're happy with our approach and costs, and place total trust in us, we get to work.



Working on site

Thanks to our decades of experience, we use a tried and tested customer delivery process. This gives us a clear view of what's happening, where and when, making sure we never miss a thing.

Naturally, the process might vary from the initial plan as we progress. You'll be kept up to date at all times, with any changes to timings or quotes clearly communicated.

Once our work is done, you'll look around the site with us to ask any questions. Only when you're absolutely satisfied do we complete on site, clearing up to leave everything just as we found it.

Following up

After we've left your site, we'll send fitted data drawings, issue test certificates, and apply for the manufacturer's 25-year warranty when applicable.

We'll give you a call to check you're happy with everything and ask for your honest feedback. Then we'll issue our invoice.

Warranties and guarantees

How we provide peace of mind

As manufacturer cabling partners, we back up the quality of our products with assured warranties and guarantees. These last for 25 years – the usual lifespan of your cabling – giving you confidence that our installation lasts a lifetime.

Choose Integral and you'll receive:

A manufacturer's 25-year application warranty

Applications designed to work on the cabling type being installed (categories 5e, 6, and 6a) will perform to standard for 25 years. If they don't, the entire system will be replaced, free of charge.

A manufacturer's 25-year component warranty

Manufacturer components will be free from defects that would negatively affect performance. This warranty covers free cable and component replacement.

Integral's 1-year return to site guarantee


If you're having any problems within the first year, we'll come back and sort things out free of charge.

Integral's satisfaction guarantee

If you're not completely satisfied with our service, we won't charge you a penny. You won't find this offer from anyone else in our industry.



25
year
WARRANTIES



Satisfaction
GUARANTEED



Clients

We practise what we preach, and have customers across the UK delighted with our standards and service. Here are some of our highlights.

How we completed a network upgrade across 12 UK sites in just three months

CGU Insurance (now part of Aviva) decided to upgrade their existing data and voice cabling infrastructure. They needed to do this without disrupting their day-to-day operations.

They chose Integral to complete the work, after our successful bid proved we could refurbish their existing cabling infrastructure across 12 sites nationwide in only three months.

The work covered the client's complete systems across 7,000 RJ45 user outlets, hundreds of different fibre backbones, thousands of copper voice circuits, and more than 40 communications cabinets.

Our project managers worked closely with the client's team to make sure the work was completed at a time to suit CGU. This meant our 45 installation engineers worked outside office hours.

The result was a successful project completed within the tight timescale.

How we connected a brand-new college campus with the latest communications

Wakefield College's new campus needed a full data communications fit out across all four levels of their purpose-built facility.

They asked Integral to install approximately 2,000 NEXANS LANmark category 6 data points and complete voice and fibre optic cabling backbones between six communication rooms. We provided a 25-year warranty to cover the installation and all products, including all category 6 market-leading cables, panels, and leads.

It was a complex project, yet we proved our reliability, expertise, and work ethic by being the only contracting company on site to complete their part of the project on time.

The new data communications facilities and technology and the work of the Integral team exceeded our customer's expectations.

What our customers say

Don't just take our word for it. Here's what our clients across the UK think about our service and standards.





Integral has been my preferred contractor for a number of years. Before, I used three other companies and had major difficulties with all of them. But Integral are prompt, professional, forward thinking, flexible, and conscious of health and safety procedures.

Mr S Morgan, Wigan Council



It's rare for us to hear positive comments about cabling work, but you are the exception to the rule. The IT team tells me you've done a great job and at some speed. It's nice to hear positive feedback on jobs, no matter what the size.

Tony Hudson, NGC21



I received the handover documentation for the Rowan House IT installation from you yesterday. It is excellent! Exactly what we need for the regulated environment we work in. Please can you pass on our thanks for an excellent service to all involved.

Jeremy Cook, York Bioanalytical Solutions Limited



Can I just say how impressed I was with the service we received. The installation of the fibre cable spur was carried out very efficiently and with a high level of professionalism.

Andy McDowell, Neville Johnson



Thank you for the diligence and quality of work installing the cabling and networking solution for the new offices. As our first large project together, I am delighted with the progress from start to finish.

Having managed numerous cabling and network installations over the past eight years, I have rarely worked with a more professional and committed subcontractor. I thank you and commend you and your team of engineers. The installation of over 100 network points in Category 6 cabling was faultless and I am delighted that you were able to complete the works as required within the available week.

The attitude of your engineers on site is a credit to your business. It is rare to find a partner service provider who fulfils their contract and obligations to the letter. The quality of presentation of the test results and schematic diagrams is excellent. I hope we can continue to work closely in the future.

Paul Bruce, Highlander Business Solutions

Why choose Integral?

Five common pitfalls when choosing a cabling contractor and how to avoid them.

To get your cabling or data installation right first time, and save money in the long term, you need to know what makes a provider stand out for the right reasons.

When you work with a cabling installer, you need to place a lot of trust in them. Over our many years in the cabling and data industry, we've come across cabling contractors who clearly don't match our high standards. To give you the knowledge you need to avoid them, and added peace of mind in your choice to work with Integral, here are five red flags to watch out for.

1. Their standards are low

Did you know cabling standards are only a recommendation? That means contractors who choose not to adopt them can cut corners and fail to install your cabling correctly. While it might sound like they're offering competitive quotes, reducing material and labour also reduces the performance of your network.

What Integral does differently: we work to the EN 50173 European standard, to guarantee your cabling is correctly installed.

2. They use low-quality components

Not all installers will make sure your cables and components comply with current standards. As such, they probably haven't been third-party verified, which will lead to poor performance and problems across your system. What's more, when these low-quality parts are bought from multiple different suppliers it unbalances your network, reducing its performance by up to 80%.

What Integral does differently: we only purchase cables and components from recognised manufacturers who have invested in third-party verification to make sure their range meets, if not exceeds, industry standards. Plus, every cable or component we use on your network will be from one single source or manufacturer for quality and performance guarantee.

3. They're not part of a manufacturer partner scheme

All recognised cabling manufacturers offer a cabling partner scheme, which allows companies to install their products under warranty. This also includes manufacturer training, which covers recognised standards and specific installation methods that, generally, exceed cabling standards. However, there's no obligation to be part of a scheme, so some installers simply choose not to bother.

What Integral does differently: we are cabling partners with some of the industry's leading manufacturers, and only install their cables. We also retrain every two to three years to keep our accreditation and our knowledge fresh.

4. They don't test their cables properly

Every copper and fibre cable must be tested so you know it's performing properly and has been installed correctly. This should be done not only with the right equipment but the right calibrated equipment. Each test MUST pass to meet industry standards. Yet not every installer will repeat the tests where needed, have the proper equipment to do so thoroughly, or even test the cables at all.

What Integral does differently: we've invested heavily in test equipment, test lead replacements, and annual calibrations. We rectify and retest any failure, only ever accepting a complete pass result.

5. They don't have manufacturer warranties

Installers should be able to offer manufacturer warranties. These typically last for the lifetime of a cabling installation, giving you peace of mind and protection. But these warranties can't be issued if the installer isn't a manufacturer's cabling partner.

What Integral does differently: we only install products from our cabling partners, so they come with full warranties, which we pass to you – our clients.

Check us against your current installer

Quality through Standards to reduce Cutting Corners	YOUR CONTRACTOR	INTEGRAL NETWORKS
Compliance to current BS EN 50173 standard Parts 1-6 (Information Technology - Generic Cabling Systems)		✓
Compliance to current BS EN 50174 standard Parts 1-3 (Information Technology – Cabling Installation)		✓
Compliance to current BS EN 50310 standard (Telecommunications Bonding networks for buildings and other structures)		✓
Compliance to current BS EN 50346 standard (Information Technology – Cabling Installation – Testing of Installed Cabling)		✓
Compliance to current BS 6701 standard (Telecommunications Equipment and Telecommunications Cabling – Specification for Installation, Operation and Maintenance)		✓
Compliance to current BS7671 standard (Requirements for Electrical Installations)		✓
	/6	6/6

Compliance through Components and Cabling to Improve Network Efficiency	YOUR CONTRACTOR	INTEGRAL NETWORKS
All components and cables are provided from a single source or manufacturer		✓
All components and cables have been third party verified at independent test houses		✓
All component and cabling third party verification certificates are available on request		✓
All cables and components meet or exceed the parameters set out in the current European standards		✓
	/4	4/4

Trained through Manufacturer Cabling Partnership Schemes to Validate Experience	YOUR CONTRACTOR	INTEGRAL NETWORKS
A minimum of two engineers have attended and passed the installed cabling and component Manufacturer Partnership Scheme		✓
Engineer training certificates are available on request		✓
Manufacturer Partnership Certificate is in date		✓
Manufacturer Partnership Certificate is available on request		✓
Components and cables will be sourced and installed from the same manufacturer with whom the partnership is with		✓
	/5	5/5

continued on the next page...

Test Everything with NO Exceptions to Prove Efficiency	YOUR CONTRACTOR	INTEGRAL NETWORKS
Copper cables been tested with an approved cable tester - Fluke DSX CableAnalyzer or similar		✓
Fibre cables been tested with an approved LSPM module - Fluke Certifiber Module or similar		✓
Copper calibration within date - Fluke DSX CableAnalyzer or similar		✓
Copper calibration certificate available on request		✓
Fibre module calibration within date - Fluke Certifiber Module or similar		✓
Fibre module calibration certificate available on request		✓
Testers have the correct performance levels for the appropriate cabling system, i.e. Level IIIIE test equipment or better for testing Category 6a (Class Ea) Cables		✓
All copper and fibre cable test certificates only show PASSES with no *PASSES or FAILS		✓
Every cable and every core tested to current EN Standards with NO exceptions		✓
Full test certification (pdf or native form) provided post project showing only PASSES for every cable		✓
Latest test equipment manufacturers build data up to date in the test equipment		✓
PC tester software up to date		✓
Correct NVP (Nominal Velocity of Propagation) been changed in the tester for the type of manufacturers cable prior to testing		✓
Copper cables tested to Permanent Link and fall below 90 metres		✓
Client witness testing available on request		✓
	/15	15/15

Warranties to Cover YOUR Back for Peace of Mind	YOUR CONTRACTOR	INTEGRAL NETWORKS
25-Year Manufacturer's Copper Warranty available post installation		✓
25-Year Manufacturer's Fibre Warranty available post installation		✓
Warranties to cover component failure		✓
Warranties to cover application failure		✓
25-Year Warranties available on communications cabinets if required		✓
	/5	5/5

Above and Beyond the Call of Duty – Cherry on Top	YOUR CONTRACTOR	INTEGRAL NETWORKS
CNIDP (Certified Network Installation Design Professional) available to help design your network		✓
Experience on construction sites and hold current trade specific ECS cards		✓
Experience with work at height and hold current IPAF and PASMA cards		✓
Health and Safety - CHAS (Construction Health and Safety) accredited		✓
Health and Safety - SafeContractor accredited		✓
Health and Safety - Constructionline Gold accredited		✓
Bespoke "Customer Delivery Process" to track 27-steps on each and every project		✓
Never had an unhappy customer and successfully delivered every copper and fibre cabling project		✓
Truly care about you and won't stop until you happy regardless of what it takes		✓
Offer a 1-year return to site warranty		✓
Puts their money where their mouth is and if you are not totally satisfied, you don't pay a penny		✓
	/11	11/11

Have you scored less than 30?
 Let's have a chat, call us on 01226 752211

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Our Partners



Training accredited



Health and Safety accredited



FAQs

The project needs work across the UK. Will you be happy to travel?

We're Yorkshire-based, and a lot of our projects are completed close to home. But we regularly work across the UK, either visiting individual locations or working on client schemes nationwide.

I'm a small company. Will you be interested in working with me?

No job is too big, but nor is there any job too small for Integral. You can rely on us to deliver smaller schemes at the same exceptional standards of service. All we ask is that you instruct us for a minimum of one day's work.

My client is huge and I might need to subcontract. Is that OK?

Absolutely. We often work through third parties as strategic suppliers. In fact, we've become known as the go-to installers when environment or technical details are challenging.

The environment we work in is unique. Will you be able to help us?

Our work takes us to a huge range of different locations. Some of these are offices, warehouses and education facilities. Yet others are hospitals, retail outlets and listed buildings. With our experience, we can step up and step in on any site.

The work is outdoors. Can you deliver it?

Of course. We have extensive experience installing external data cables to outside services and installing fibre optic cables from one building to the next. Sometimes, we need to route fibre optic cables through streets or city centres for miles – so no environment fazes us.

I need to protect my staff. What are your health and safety procedures?

We're committed to keeping you, our team, and everyone around us safe at all times. Ongoing health and safety processes on site include audits, risk assessments and method statements, COSHH reports, work equipment checks, PAT testing, health surveillance, and toolbox talks. We also undertake working at height and manual handling refresher training every year.

My cabling needs to perform. How do I know you're up to standard?

Service standard is our main driver for the work we do, so we make sure we back that up with the right knowledge and accreditation. We're corporate members of the Fibreoptic Industry Association and have a fleet of the latest DSX Fluke copper and fibre testers, which are calibrated annually. Every copper and fibre cable is tested on every project, and failures, though rare, will always be rectified.

This is a big job. How do I know you can deliver?

Founded in 2007, we have the proof to back up what we promise to deliver with experience, guarantees, and testimonials from happy clients. All our engineers have a wealth of training and industry qualifications and accreditations, including:

- △ ECS cards for construction site working
- △ City & Guilds copper and fibre training courses
- △ IPAF licences for working at height
- △ PASMA licences for erecting mobile scaffolding
- △ CHAS (Construction Health and Safety), SafeContractor, and
- △ Constructionline Gold accreditations
- △ SSSTS (Site Supervision Safety Training Scheme) training.

We also have CNIDP (Certified Network Infrastructure Design Professional) trained personnel. Plus, all our engineers and managers attend manufacturer-specific training to keep our accreditation schemes up to date.

Let us know how we can help

No matter the industry, environment, or scale, at Integral we always step up to the challenge.

To date, we've installed 2,100 cabling projects with a 100% client satisfaction rate, so we have proven experience we can deliver.

For copper and fibre installation project success, backed by exceptional service and a commitment to the highest product standards, give us a call or send us a message. Tell us what you need us to do, and we'll let you know exactly how we'll go beyond your expectations.



01226 752211

info@integral-networks.co.uk

www.integral-networks.co.uk



Unit 15, Zenith Park Networkcentre, Whaley Road, Barnsley S75 1HT