Glide

Business solutions & services overview

Network services that keep up with your business

Reliable and secure networking
for growing organisations.



Introduction

As one of the UK’s leading independent providers of telecoms and networking solutions, we deliver quality services that meet your business needs.

Glide has been delivering connectivity and managed infrastructure services since 1988. In that time, we have built the experience, capability and network scale needed to support organisations where reliable connectivity is business-critical.

We specialise in complex environments.

That means designing, delivering and supporting networks for buildings, sites and organisations where standard connectivity is not enough. From high-density locations and multi-site estates to businesses with demanding security, resilience or user experience requirements, we help create networks that work around real operational needs.

Our approach.

We combine infrastructure expertise with a service-first mindset. We design for performance, scalability and long-term sustainability, while keeping the customer experience at the centre of every decision.





Working with Glide means working with a partner that is consultative, collaborative and focused on outcomes. We take time to understand what each business needs from its network, then shape the right combination of connectivity, voice, managed Wi-Fi and secure networking services to support it.



Why choose Glide?

With Glide, you get more than connectivity.
You get an experienced partner that designs, delivers and supports the services your business depends on.

For over 35 years, we have helped organisations connect people, places and systems through reliable, scalable network infrastructure.

We bring together the infrastructure, expertise and service model needed to support modern businesses – from single sites to complex, multi-site environments.

Why our customers choose us:

- End-to-end connectivity, voice, Wi-Fi and security services from one partner
- Networks designed for performance, resilience and future growth
- Managed firewall protection to help secure business-critical systems
- UK-based support from people who understand business connectivity
- Proven experience delivering and supporting complex environments

Glide in numbers

From network scale to customer satisfaction, these figures reflect the strength of Glide.



24/7
UK-based service desk



6,000+
sites served



550,000+
users across the UK



250
new sites deployed annually



+96 NPS
customer satisfaction for managed services



21,000
network devices installed annually

Our solutions and services

Glide brings together the core services modern businesses depend on: connectivity, managed networks, secure access and cloud voice with scale, experience and service behind every connection.

Whether you need reliable internet for a single site or a more resilient solution across multiple locations, we help design, deliver and support the right setup for your business.



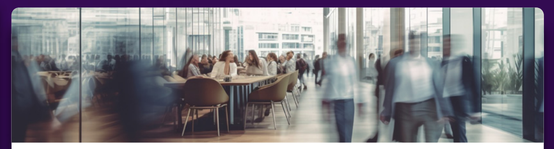
Connectivity

Fast, reliable connectivity is the foundation for almost every part of your business, from cloud applications and payments to customers, suppliers and day-to-day operations.

Glide provides business connectivity options for different site types, user requirements and levels of resilience.

Options include:

- Full fibre broadband
- Leased lines
- Dark fibre
- WAN
- MPLS
- SD-WAN



Managed LAN & Wi-Fi

Your network should work everywhere your people do. Glide designs, delivers and supports managed LAN and Wi-Fi for offices, venues, warehouses, business parks and multi-site estates.

Benefits include:

- Reliable coverage across your entire site
- Consistent performance where it matters
- End-to-end design, delivery and support
- Less complexity for your internal teams
- A managed service built for your business

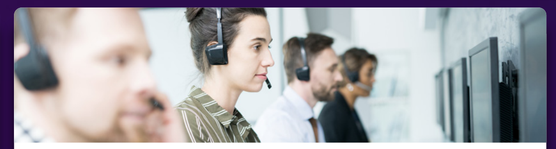


Cyber security & firewalls

As more of your business runs online, security needs to keep pace. Glide combines connectivity expertise with Fortinet-powered Next Generation Firewall capability to help protect your network from day one.

Benefits include:

- Protection for business-critical data, users and systems
- Security built into your connectivity
- Fortinet-powered firewall capability
- Reduced risk across your network
- Stronger security without added complexity



VoIP

From sales and support to bookings and reception, reliable voice services keep your business connected. Glide offers flexible, cloud-based solutions that provide a clear route away from traditional analogue lines.

Benefits include:

- Simple replacement for existing phone lines
- Fully featured business phone systems
- Flexible VoIP options to suit your needs
- Reliable communication for customer-facing teams
- Cloud-based services built for modern businesses

How we work with you

Whether you are opening a new site, upgrading connectivity, replacing legacy voice services, improving Wi-Fi or strengthening network security, Glide starts with the business outcome.

We recommend the right blend of services, then manage every step from order to operation.

How Glide shapes, delivers and supports your service:

1. Start with your business goals, sites, users, applications and resilience needs
2. Recommend the right blend of connectivity, voice, Wi-Fi and security
3. Manage delivery, installation and activation with clear ownership
4. Support the service with technical experts, monitoring & account management

The same Glide approach supports SMEs and larger organisations, where performance, resilience and customer experience matter.



Our clients

Trusted by businesses across the UK to deliver reliable connectivity, voice, Wi-Fi and secure networking services.

Retail & hospitality

- Mountain Warehouse
- Jamie Oliver
- Hoxton Bakehouse
- John Lewis & Partners
- Topps Tiles
- Boxpark
- scotsman Collection

Entertainment & technology

- Arena Wembley
- Derby County Football Club
- PebbleHost
- ESL
- comux
- HR Hostroyale

Education

- University of Exeter
- Resilience Multi Academy Trust
- The Futures Trust
- The Mercian Trust
- King's College London
- University of Glasgow

Financial

- M&G
- L&G
- Coventry Building Society

Business & science parks

- SEGRO
- University of Warwick Science Park

Government & public sector

- Angus Council – Comhairle Aonghais
- Coventry City Council
- Aberdeen City Council
- Newport City Council – Cyngor Dinas Casnewydd
- NHS Greater Glasgow and Clyde
- Portsmouth City Council

Residential & housing

- grainger
- Unite Students
- Greystar – Redefining Excellence in Apartment Living.
- Homes for Students
- MODA
- Wembley Park

Manufacturing, warehousing & logistics

- RockFall
- Avon Timber
- Mason Pearson – London. England.
- RIV Worldwide – Moving your business forward
- R&V
- Dixon – Experience in Motion

In their words

Trusted by businesses that rely on connectivity.

scotsman COLLECTION

“Their solution eliminated previous connectivity issues and enhanced our operational efficiency.
Working with Glide means we can confidently deliver a world-class customer experience to our guests.”

ARENA WEMBLEY

“Working with Glide has always been easy, and they delivered the 10 Gig and 3 Gig lines with minimal disruption.”

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grainger

“Glide consistently delivers, and with our expanding pipeline,
we have confidence in their ability to support and improve our future developments.”

Dolphin Square
LONDON SW1

“The support we had from Glide... was second to none.
They understood our needs and delivered exactly what was required, on time and to a high standard.”

QUINTAIN LIVING

“Glide has absolutely transformed the way we deliver service to our customers.
Our partnership with Glide has enabled us to deliver fast connectivity anywhere we need it, whenever we need it.”

Accreditations & memberships

ISO compliance



Networking



Installation









Security



ESG



Reviews



Memberships











Commercial model options

Glide works with you to shape a commercial model around your budget, priorities and long-term plans.

Every business invests differently. Glide offers flexible OPEX, CAPEX and as-a-Service models, with contract terms from one to seven years and beyond. We shape the commercial approach around your budget, ownership requirements and long-term plans.

Our commercial model options include:

OPEX subscription:
Predictable costs, lower upfront investment, scalability and faster adoption

CAPEX project funding:
Asset ownership, balance-sheet investment and longer-term planning

As-a-Service:
Outcome-focused NaaS, SaaS and IaaS options that stay up to date and reduce risk

Flexible contract terms:
Tailored agreements from 1–7+ years, giving you greater adaptability and control



Working with you

Expertise shaped around your business outcomes.

Established since 1988
A credible infrastructure service provider with decades of experience delivering business-critical connectivity and managed services.

Specialists in complex networks
We deliver in challenging environments where performance, resilience and user experience really matter.

Infrastructure at scale
We design networks that can grow with your business, supporting scalability, sustainability and long-term value.

Customer-first mindset
We work in partnership with our customers, taking a collaborative and consultative approach from design through to support.

Service-first mindset
We focus on outcomes, proactive support and delivering a better experience for the people who rely on the network every day.



Glide

Ready to transform your business?
Whether you're planning your move to the cloud,
or looking to upgrade your internet connectivity, we're here to help.

Call 03455 911 311
Email business.sales@glide.co.uk
Visit Glide.co.uk/business

Business