



CASE STUDY

# LED Leisure

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# The Background

LED Leisure Management is a not-for-profit organisation that delivers leisure, health and wellbeing and cultural activities throughout East Devon and South Somerset.

LED Leisure is split between two sub-organisations:

- **LED Community Leisure**, which runs 12 community leisure centres.
- **LED Enterprises**, which is responsible for their multi-entertainment complex – ‘Ocean’, as well as Exmouth Pavilion Theatre and a concession at Exeter airport

LED’s vision is to be the community leisure provider of choice by offering enjoyable, active, healthy and enriching opportunities across their leisure centres and entertainment venues. A proactive company, LED are always on the lookout for opportunities to improve their service, which played a part in their journey to working with Netcentrix to improve their technology solutions and move their business to the cloud.





## The Challenge

Like many businesses and organisations, LED were embarking on their digital transformation journey, moving away from paper forms to streamlined online systems and processes.

With their existing system relying on multiple solutions, LED were looking to consolidate their solutions into one platform by moving to the cloud.

Their legacy system was causing issues and costing the business unnecessary. Upon inspection, it was discovered that it was the quality of the service they were receiving, rather than the quality of the line in which the service relied upon.

# The Solution

We introduced Microsoft Azure to LED Leisure to streamline their digital transformation journey, save money and increase efficiency.

We worked with our communications supplier, Elite Group to supply a SoGEA (Single Order Generic Ethernet Access) connections to replace their legacy leased lines solution to enable LED Leisure to run cost-effective connectivity throughout their sites through Azure via site-to-site VPN

We helped LED to save money on licencing by providing advice on the right licences for a not-for-profit organisation, as well as how many they would need and the best licences for their requirements. We simplified the billing process, by consolidating the licences used by LED onto one, easy-to-understand invoice.



# The Results

The first main benefit our solutions provided was an uplift in internet speed and reliable connectivity across LED's centres and entertainment venues.

LED's IT team no longer had to deal with queries and complaints of slow or dropped connections from other team members and customers.

Secondly, moving to the cloud and managing their connectivity solutions from Azure meant that some servers that LED had been using in the past were no longer necessary. These servers were then decommissioned, saving the organisation around £100,000 a year. This is due to the reduction of hardware, moving technology from on-premise to the cloud and the decommission of unnecessary legacy solutions, as a result of the solutions we provided.

The move to the cloud also provided better flexibility, allowing LED Leisure to create pop-up sites that connect to their cloud infrastructure, without the stress created by managing a physical, onsite network.

*Elite have come through every time for me, in terms of quality of product, price of product and the delivery of that product.*

Matthew Brown | IT Manager | LED Leisure





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