

Kedington Group “Future Proofs” Lakeland Dairies For Innovation

New purpose-built microwave wireless network is growth platform for Irish dairy processing co-operative

Killeshandra Co, Cavan, Ireland – Lakeland Dairies, the second largest dairy processing co-operative in Ireland, is known for innovation. With a comprehensive range of high quality dairy products supplied to a global customer base, Lakeland Dairies requires fast, reliable communications. The company turned to Kedington Group to create a network infrastructure that would serve as a platform for continued advances in product development and distribution.



Lakeland Dairies operates in a fifteen county catchment area in the northern half of Ireland. The company’s 5 locations house manufacturing, product development, sales and marketing, and administrative operations. It’s not unusual for a company as large and innovative as Lakeland Dairies to have geographically dispersed offices. It is rare for such a company to be based in a rural area that offers limited access to high-speed internet service.



“Given our rural locations, our bandwidth was inadequate, 2 MB at most, unreliable, and quite expensive,” explains Gerry Forde, I.T. Operations Manager. “It’s not an option for us to move locations, it’s extremely beneficial to be near the source of our raw materials, i.e. the farm. We had great confidence that Kedington would design and build the network infrastructure required by critical technologies such as virtualization, disaster recovery & unified communication etc. Kedington delivered a network that supports fast reliable communications that will increase the pace of future product innovation.”



Lakeland have moved to a virtualized server environment running Windows Server 2008 R2 (Hyper-V) centralising all critical business applications in its main data centre in Killeshandra. They also realized the importance of having a rapid, efficient and secure Disaster Recovery infrastructure made possible by the robust WAN provided by Kedington.

**Turlough Farrelly, Gerry Forde (Lakeland Dairies) and
Adrian Sadlier (Kedington Ltd).**

Kedington Group immediately realized that a state-of-the-art network infrastructure would have to be built from scratch. "Together with Invisible Link, we began by identifying line-of-sight connections at high points around Lakeland Dairy's area of operations and negotiating space on masts," says Adrian Sadlier, Sales Manager at Kedington Group. "We then partnered with Invisible Link (to build out the microwave wireless WAN) and DigiWeb (for ISP services and further WAN links which connect to international locations, including current business locations in the UK). The LANs and WAN were upgraded and we completed a move to HP/3Com infrastructure providing a very cost-effective solution."

The result is a network infrastructure that provides 100mb of highly reliable bandwidth between Lakeland sites supporting the new centralised environment. With requisite backup links and no single points of failure, operations, communications, and data access are assured for all Lakeland Dairies locations.

"This isn't something we could have accomplished on our own, at least not in a time-frame that would benefit the business," says Turlough Farrelly, I.T. Manager. "Kedington negotiated on our behalf, dealt with the licensing of microwave technology, identified and contracted with an ISP, and completed major network upgrading while our internal IT staff kept current operations moving. Kedington acted as a true business partner. This complicated project was made much easier by having a single supplier relationship that we could count on all the way through."

"The network infrastructure we now have in place provides a foundation on which we can build and deliver a range of new technologies and services to our key stakeholders. We now plan to roll out an internal wireless infrastructure on all sites, interconnected over the new WAN's and we look forward again to working in partnership with Kedington on this project."

About Kedington

Kedington was founded in 1989 and was purchased by Denis O'Brien's Esat in 1999. In March 2003 an MBO, led by Matt Porter and Colm Lyons was concluded taking the company back into private ownership. Matt and Colm managed to secure the entire Republic of Ireland operation, with offices in Dublin, Cork and Limerick, and kept the original management team together. Its customers have enjoyed a seamless change-over and continue to benefit from a huge wealth of expertise that still resides within the group.

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