

nLighten case study

POWERING THE UK'S NEXT GENERATION OF EDGE DATA CENTRES

nLighten is a rapidly expanding edge data centre platform with multiple carrier-neutral data centres across the UK and a growing European footprint. They specialise in bringing compute, storage and interconnectivity closer to end users, helping organisations run low-latency, high-performance workloads with ease.

Over the past 18 months, we have built a strong, trusted partnership. Their team wanted a way to offer customers faster, simpler access to resilient national backhaul — and we were ready to help them make that leap. From Birmingham to Bristol, Liverpool to Leeds, we're investing together to support the next wave of digital growth.

THE CHALLENGE

Giving every customer a friction-free move into nLighten data centres

nLighten already had a confident proposition for new customers: a network of regional edge data centres designed for modern, latency-sensitive workloads, including cloud services, real-time applications and AI. They knew their model worked. But they also knew something else: customers won't move unless the process is smooth and the connectivity is rock solid.

Their ambition was simple to say but tricky to deliver: **Make changing your data centre provider feel easy.**

That meant removing technical friction, reducing delivery delays and offering a connectivity experience that didn't just keep up with demand but stayed well ahead of it. A customer moving into an nLighten edge data centre needed confidence that backhaul, resilience and cloud access would all “just work,” whether they needed 10G today or 100G tomorrow.

The reality was that few other UK carriers could match this combination of scale, resilience and customer care. nLighten needed a partner with a truly national network, strong engineering support and a reputation for getting complex builds right the first time. That track record of success made the choice a clear one.



THE SOLUTION

Building a faster, smarter edge network together

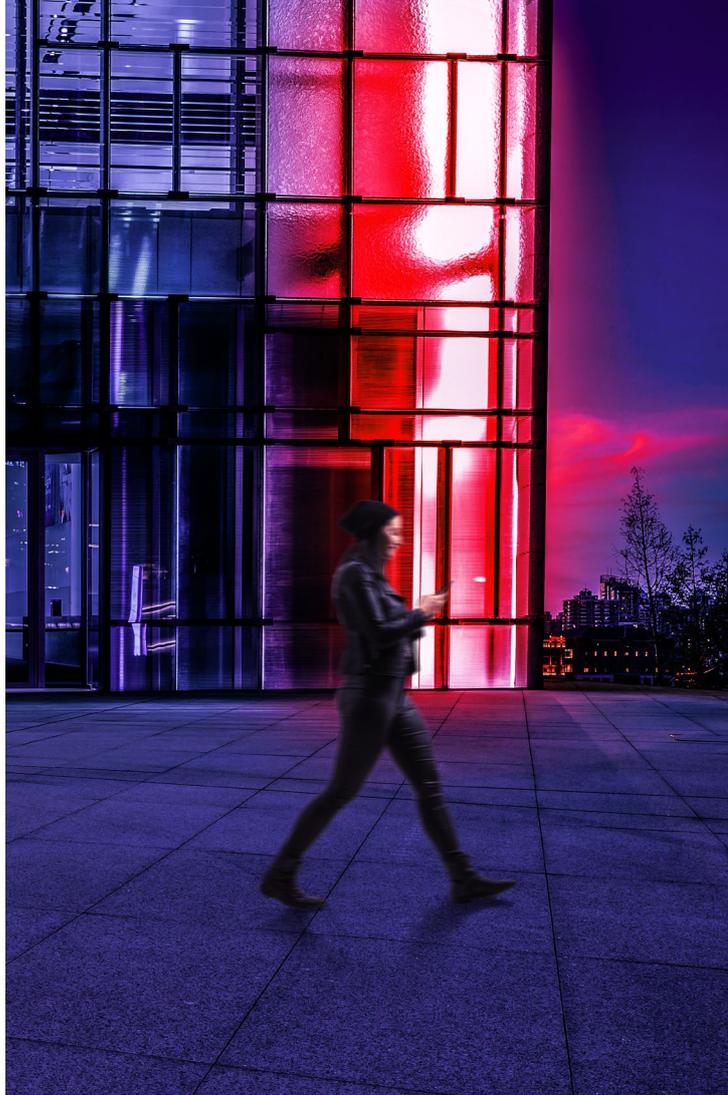
After more than a year of close collaboration, both teams agreed: we could create something far more valuable for nLighten's customers by working side by side.

So that's exactly what we did.

We committed to a significant infrastructure investment across all of nLighten's UK data centres. Each site will be 400G-capable, with 10G and 100G services available at more competitive price points — and crucially, delivered far more quickly — thanks to pre-provisioned capacity from Project Spark.

To put it simply, customers integrating or interconnecting at nLighten data centres now gain direct access to our national network, diversity options and cloud-ready resilience. They can backhaul their traffic across the country, connect to cloud-based services housed inside the data centres, or simply rely on the consistency of a network that's trusted by thousands of UK businesses.

Throughout the design and build, we worked closely with the nLighten teams. Regular project calls, clear visibility of milestones and a shared service wrap meant everything moved forward without surprises. For a project of this scale, that sense of partnership mattered just as much as the technology.



With increasing focus on data sovereignty, UK organisations need confidence that their data remains within national jurisdiction. As leading UK operators, nLighten UK and Virgin Media O₂ deliver a joint solution that guarantees data sovereignty and compliance with UK standards — an important consideration for many customers.

THE RESULTS

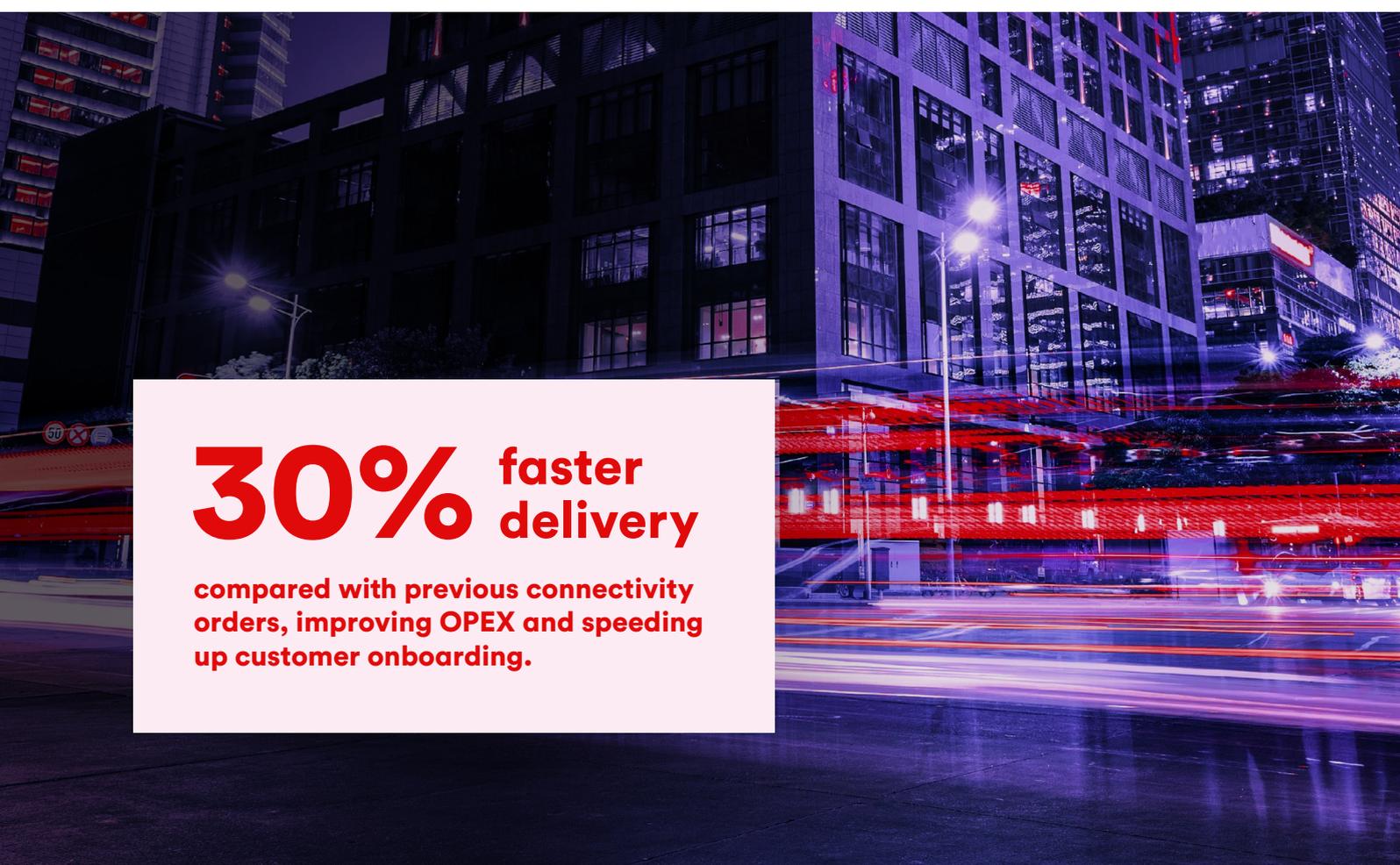
Readiness for rapid growth and a stronger offering for every customer

The deployment began in summer 2025 and will be complete in early 2026, rolling out across data centres including Birmingham, Nottingham, Liverpool, Hoddesdon and more. Bristol, Swindon and Milton Keynes — the busiest locations — are being prioritised so customers benefit sooner.

Despite the deployment not yet being complete, incredibly, we're already seeing a meaningful impact. nLighten can now offer 100G services at pricing levels that looked like 10G only a couple of years ago. Delivery times have also improved dramatically — around **30% faster** than the orders they'd placed in the past — thanks to the Project Spark upgrades and the scale of the infrastructure being delivered.

This gives nLighten something powerful: a more compelling proposition for every customer walking through their doors. Their clients get predictable performance, quicker installation and a more resilient network foundation. And because we're working together so closely, issues can be resolved quickly rather than becoming roadblocks.

For nLighten, it's a stronger customer experience. For their end users, it's the freedom to run low-latency workloads wherever they need them. And for both sides, it's a partnership that's only just getting started.



30% faster
delivery

compared with previous connectivity orders, improving OPEX and speeding up customer onboarding.

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Our experience with Virgin Media Business Wholesale has been consistently strong, so extending that partnership to support our customers felt like a natural step. Their team brings a rare mix of dependable delivery, clear communication and genuine care for the end customer.

Together, we're creating something that makes life easier for every organisation moving into our data centres — and that's exactly the kind of partnership we value.

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Justin Nesbitt
MD UK, nLighten