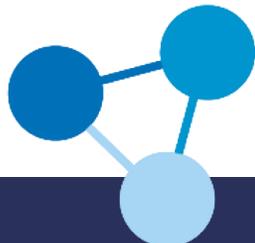
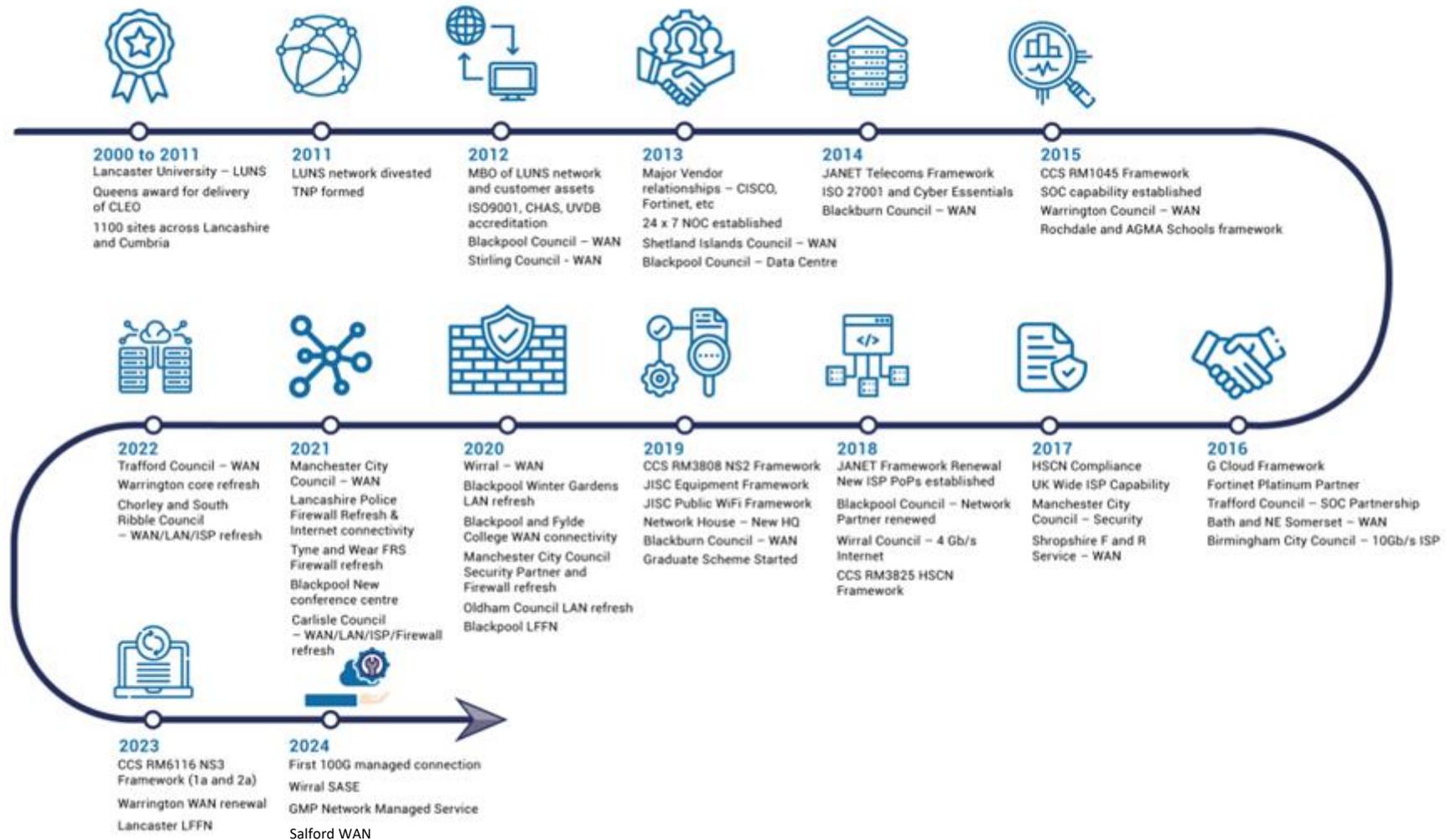




the networking people

connectivity | consultancy | engineering

# TNP: A Brief History



# The role of IT networking in the Modern World

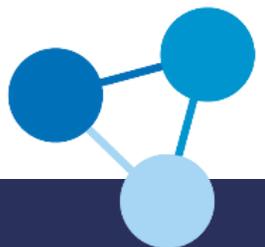
IT networking refers to the infrastructure that connects devices, systems, and people, allowing them to share data and communicate. This includes hardware (routers, switches, servers) and software (protocols, firewalls).

## Key Functions of Networking:

- **Communication:** Enabling emails, video calls, and messaging.
- **Data Transfer:** Moving data between devices, servers, and cloud platforms.
- **Access to Resources:** Connecting users to applications and information securely and efficiently.

## Why It's Critical:

- Modern businesses, governments, and individuals rely on networking for operations.
- Networking is foundational for emerging technologies like **IoT (Internet of Things)**, **cloud computing**, and **remote work solutions**.



# The importance of Cybersecurity

## Why Cybersecurity Matters

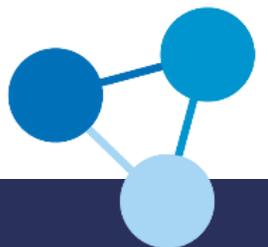
- Cyber threats are **growing in scale and sophistication**.
- Protects sensitive data, including personal, financial, and operational information.
- A single attack can have devastating consequences – **financial losses, reputational damage, and disruption of critical services**.

## Key Cyber Threats Today

- **Ransomware:** Malicious software that locks data until a ransom is paid.
- **Phishing:** Fraudulent attempts to steal sensitive information via email or text.
- **Data Breaches:** Unauthorised access to confidential data.
- **DDoS Attacks:** Overloading a network to make it unavailable.

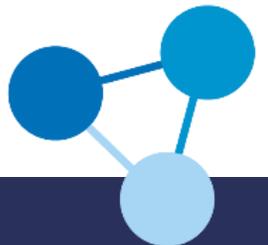
## The Cost of Cybercrime

- **£3 billion:** Estimated annual cost of cybercrime to UK businesses.
- **39%** of UK businesses identified a cyberattack in 2023.
- **Public sector impact:** Critical services like the NHS have been targeted.



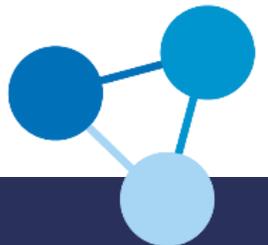
# Trends shaping the Industry

- **Zero Trust Security Models**
- **AI and Machine Learning in Cybersecurity**
- **Cloud Security**
- **Securing the IoT**



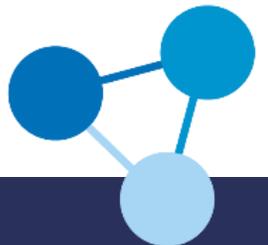
# Challenges in the Industry - Networks

- **Growing Network Complexity**
- **Legacy Infrastructure**
- **Ensuring Network Performance and Reliability**
- **Balancing Network Security and Accessibility**



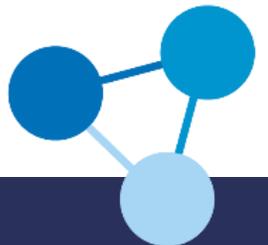
# Challenges in the Industry - Security

- **The Evolving Nature of Cyber Threats**
- **Cybersecurity Skills Shortage**
- **Regulatory Compliance and Data Privacy**
- **Balancing Security with Budget Constraints.**



# Opportunities and Growth Areas

- **Increasing Investment in Cybersecurity**
- **Growth of Cloud Networking and Security**
- **Securing IoT and Smart Devices**
- **Demand for Zero Trust Security Experts**
- **Regulatory and Compliance Roles**





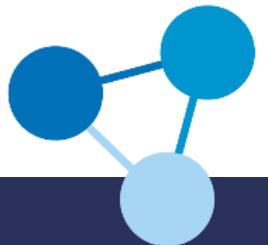
# Skills for a Successful Career

## Technical Skills

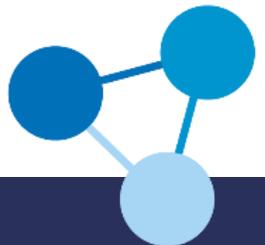
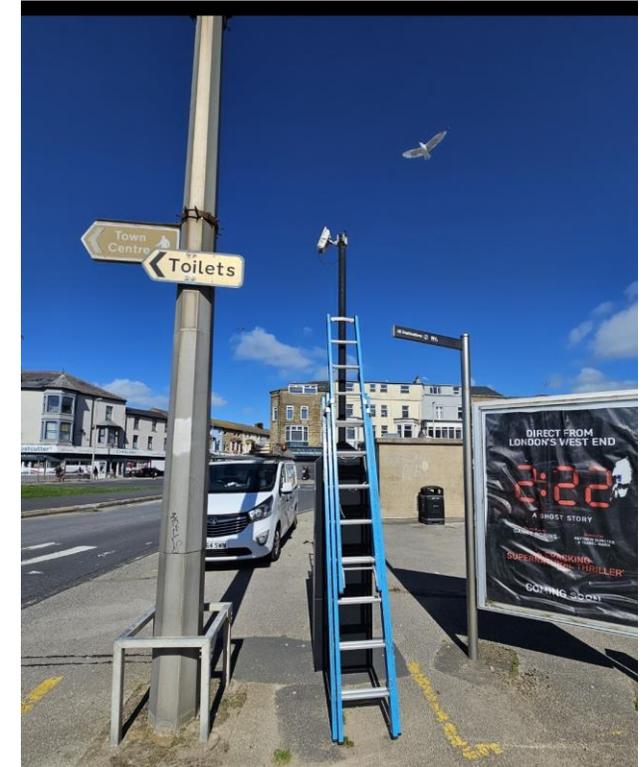
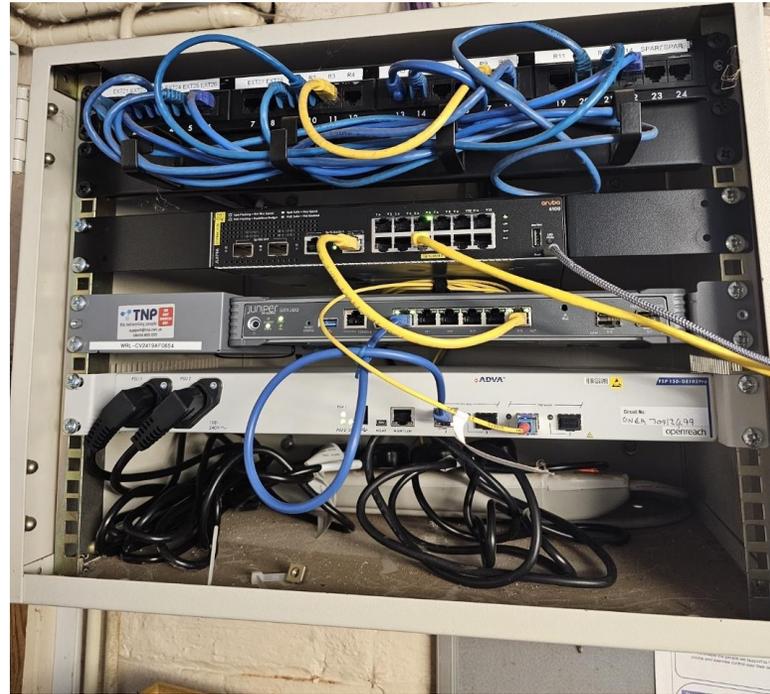
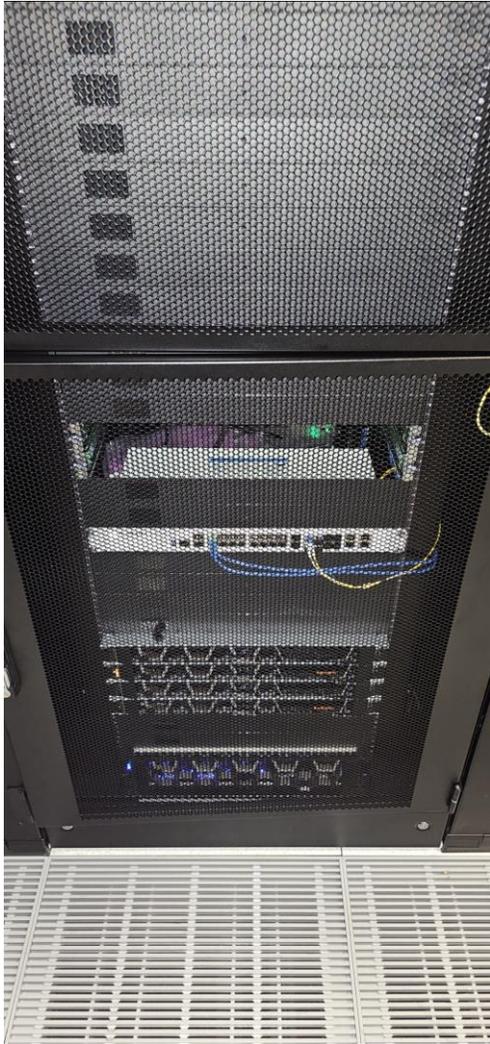
- Networking fundamentals
- Cybersecurity Best Practices
- Cloud Networking
- IoT Security
- Automation and Scripting

## Soft Skills

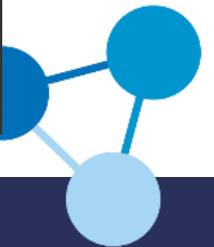
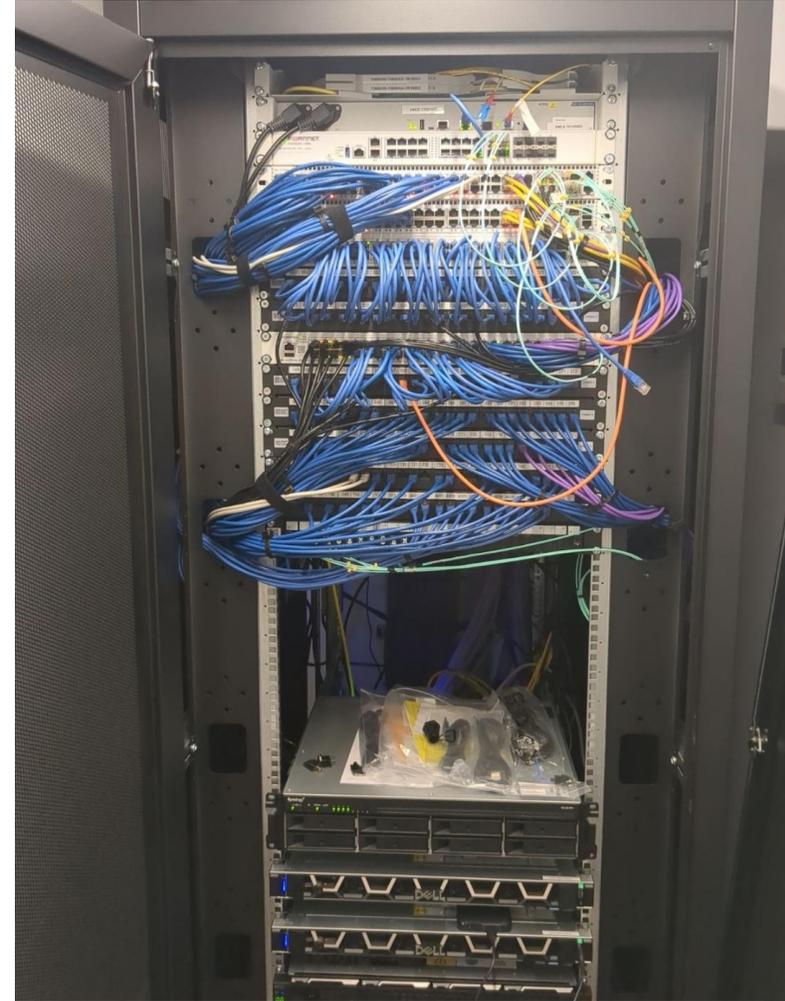
- Problem solving
- Communication
- Adaptability
- Collaboration



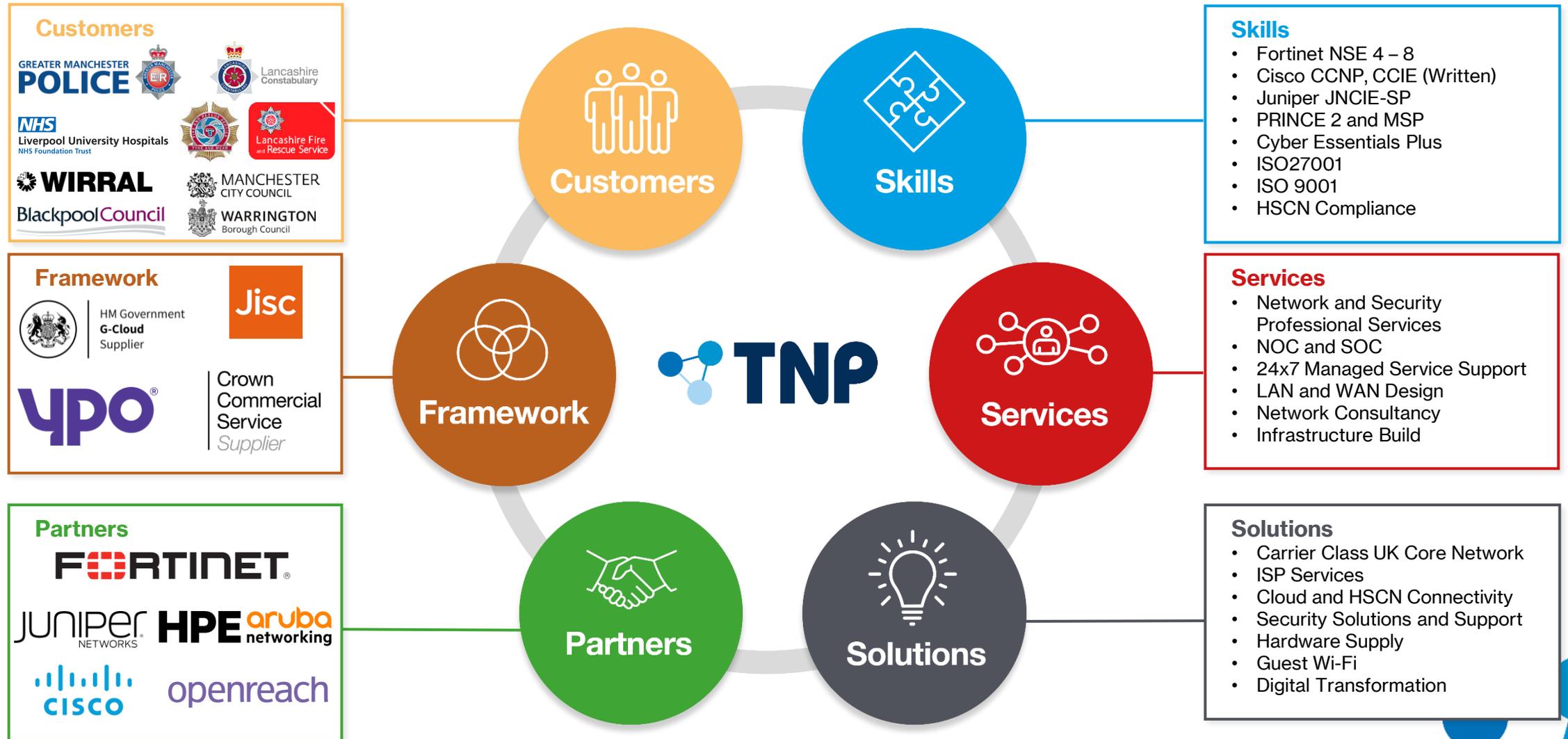
# A Day in the Life of an Engineer



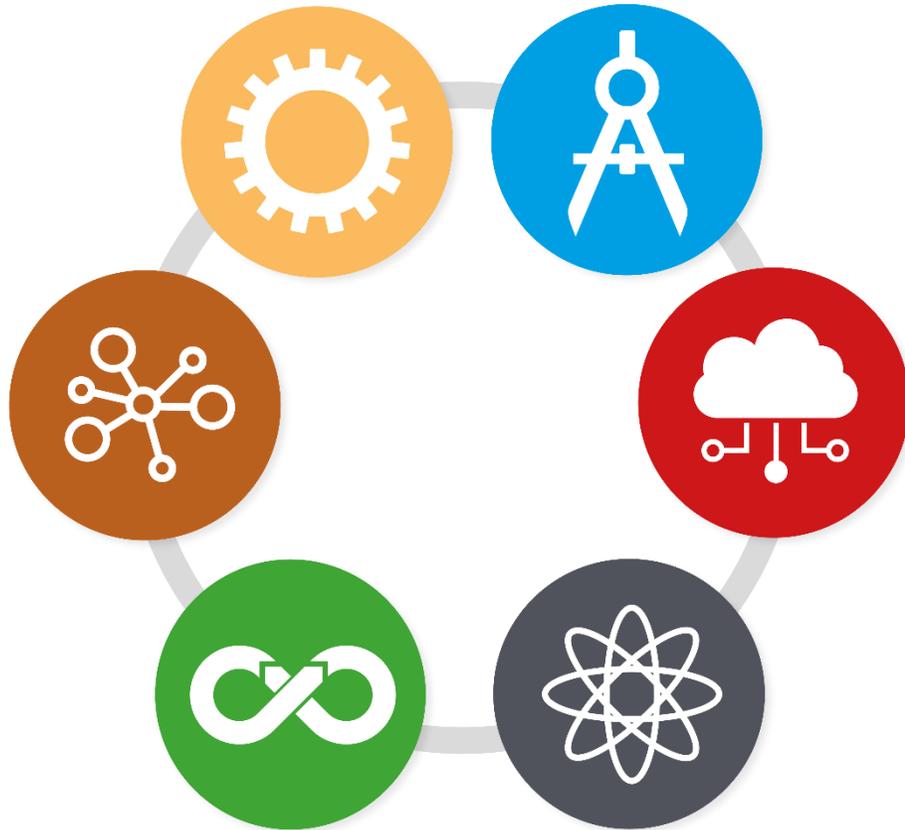
# A Day in the Life of an Engineer



# What we do



# Example Customer Requirements



## SD-WAN

- Flexible Connectivity Options
- Traffic Visibility
- Security and Segmentation



## Service Management

- Automation
- Co-Managed Support
- Maximise Internal Resource



## Edge Compute

- Edge-to-Cloud Network anchored in Council
- Connect from any location
- Improved User Experience



## Application Led

- On-premise, SaaS and Cloud Options
- Best of Breed



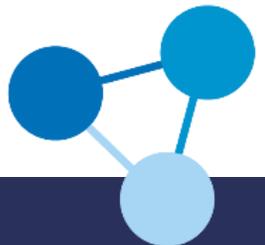
## Digital First

- Service Improvement
- Enable Digital Transformation
- Public Sector Delivering Services, not Datacentres



## Internet and Cloud

- High Bandwidth, Low Latency
- Local Infrastructure
- Highly Flexible and Scalable
- Guarantee Performance and Availability



# TNP Fabric



Internet Peering and Transit

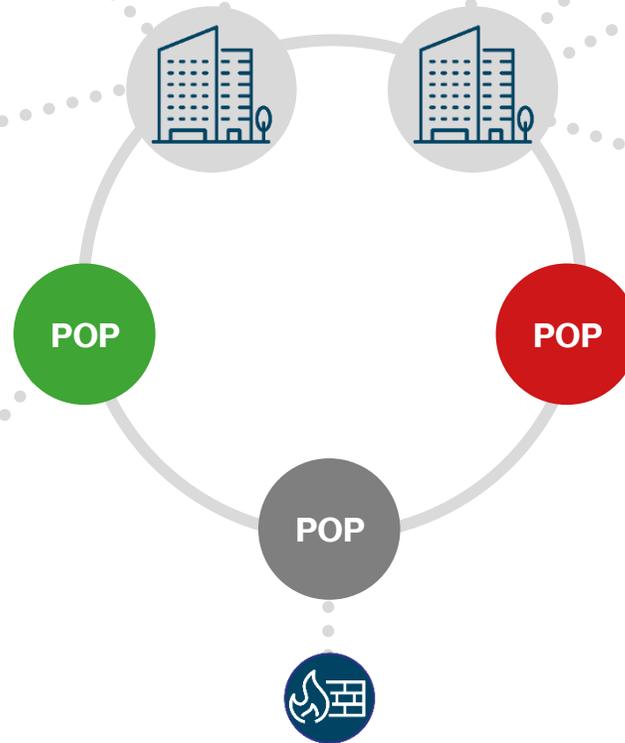


### Private Mobile

### Wholesale

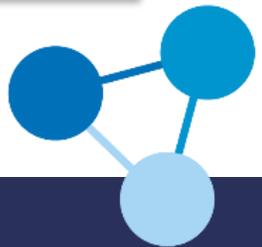
### Fibre

- EAD (1-10G)
- Optical Spectrum Access (10G+)
- Dark Fibre



### GEA - FTTx

### SD-WAN/SASE



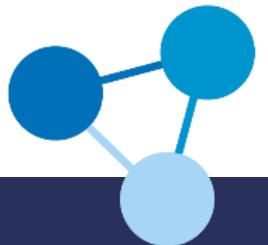
# What we look for

## Technical Skills

- Networking Fundamentals
- Cybersecurity Best Practices
- Cloud Networking
- IoT Security

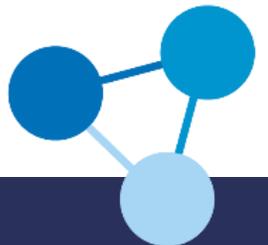
## Soft Skills

- Problem solving
- Communication
- Adaptability
- Collaboration



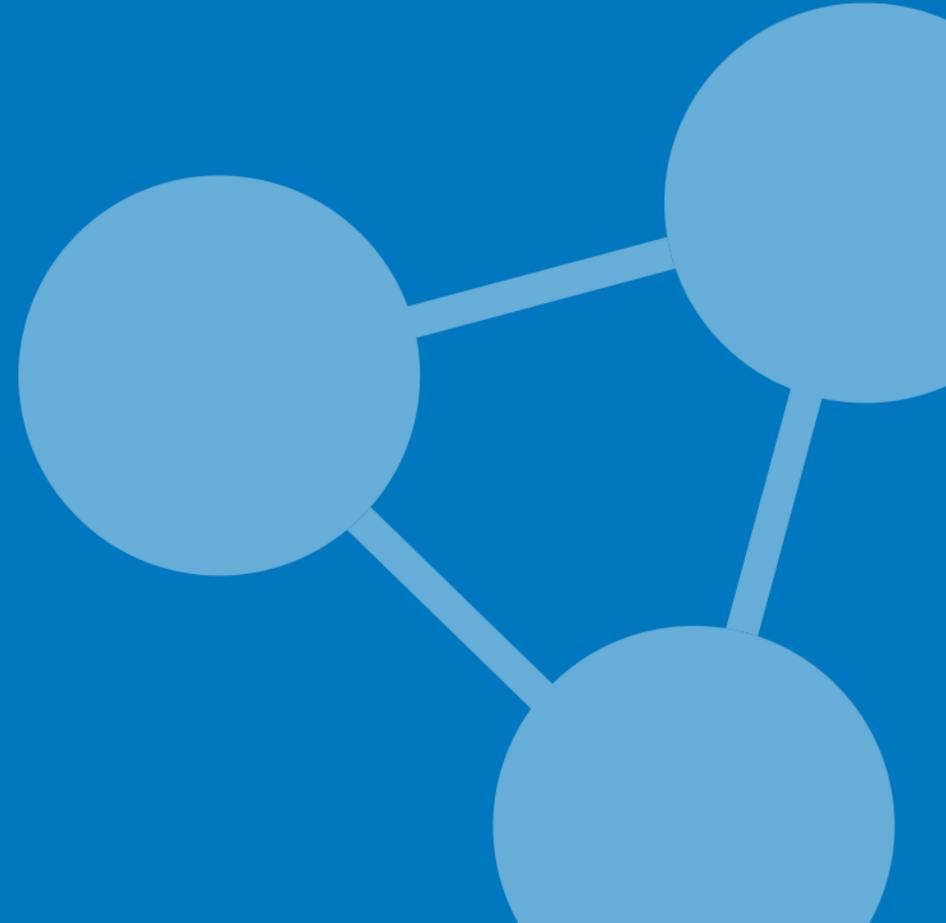
# What we offer

- Lancaster based
- Competitive Salary
- Benefits
- Education





# Questions





**Chris Berry**

Commercial Manager @ TNP | Sales,  
Marketing, Alliances



**Luke Thornton MBCS**

Network Support Engineer

