VIRTUS Data Centres
support Daisy in providing
unified communications

daisy.

VIRTUS
Data Centres

OVERVIEW

Company:
Fast-growing independent UK supplier of cost-effective IT services and bespoke unified business communication solutions

Why VIRTUS:
Daisy chose VIRTUS to consolidate and migrate their operations, whilst having a high level of control, all with a close proximity to London

Solution:
VIRTUS offered Daisy a commercially attractive model which facilitated their complex migration requirements. VIRTUS provided Daisy with a NOC allowing them to oversee and support their own ecosystem of customers

Customer Profile:
Daisy Group plc is a leading provider of IT services and unified communications. The group offer an end-to-end solution for all business needs across a product portfolio including data, mobile, systems, maintenance and voice.

Business Challenge:
Having undertaken a number of acquisitions, Daisy had amassed a data centre footprint across numerous locations in the UK. The business was keen to consolidate its data centre estate while retaining a presence for core activities on the edge of London, offering highly resilient facilities to ensure a quality service was delivered to customers. In order to consolidate Daisy's data centre footprint, a commercial model to accommodate a complex migration was a critical requirement.

The VIRTUS Solution:
VIRTUS understood the complexities involved in migrating infrastructure and provided Daisy with a competitive and flexible model to facilitate its requirements. By allowing the business to migrate its operations over time, Daisy could complete its colocation contracts elsewhere, avoiding duplication in operation charges. In addition, the package incorporated a phased take-up to mirror the company's growth, providing them with the capacity to grow contiguously, while maintaining a financially desirable cost.

VIRTUS also met Daisy's logistical and technical requirements. Located in a peripheral London site, VIRTUS' data centres are close to Daisy's London offices and their customers. All data centres are designed and built to a tier III specification, giving Daisy confidence in operations whilst supporting their customers. To further ease the complexities of Daisy's business, VIRTUS provided Daisy with the ability to implement 24/7/365 data centre operations at the data centre, allowing the business to oversee and support its own ecosystem of customers from the facility.

Benefits:
Daisy has benefited from a high level of control with the implementation of a NOC at VIRTUS' LONDON1 data centre. Daisy can support and oversee operations with the same level of control as if it were their own data centre. With the launch of the VIRTUS Intelligent Portal (VIP) Daisy has complete transparency to manage space, cooling and energy efficiencies, further enhancing their visibility and control over their colocation.

"VIRTUS have been great to work with on both the technical and business sides of our relationship. As a rapidly expanding company we have full confidence in their ability to support our growth allowing us to upscale as and when we needed."

Andrew Goldwater, Daisy Group plc

For more information
To learn more about VIRTUS Data Centres, their connectivity and migration services, visit www.virtusdatacentres.com

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