

The ANS logo is displayed in white lowercase letters on a dark purple rectangular background in the top right corner.

CASE STUDY

The LDeX Group logo consists of the letters "LDeX" in a bold, sans-serif font, with a horizontal line through the "E". Below it, the word "GROUP" is written in a smaller, all-caps, sans-serif font.

“When looking to choose a data centre provider in London, we sought one which could not only deliver mission critical colocation and network connectivity services, but act as a business partner offering advice and support to our team when needed. Since becoming a customer at LDeX, the experienced senior management and technical team have been outstanding in offering remote hands and technical support to us on a 24x7x365 basis.”

Paul Shannon
Managing Director of
ANS Managed Services

THE CHALLENGE

Finding high quality data centre space outside Central London to support growing Managed Services proposition

Following numerous successful client wins, Managed Services and Cloud specialist ANS engaged with LDeX Group (London Data Exchange Ltd) in August 2012 to provide robust data centre, connectivity and disaster recovery support.

With a growing and diverse customer base across the UK, the company sought a trusted high quality data centre operator with colocation space outside central London that could provide additional scalable capacity if needed as well as fibre connectivity to Cobra Court in Manchester. This allows ANS' customers to securely rent anything from a basic rack to a fully managed computer infrastructure solution, minimising the chance of disruption to the business.

Additional capacity

LDeX Group offers an attractive data centre and network connectivity proposition that suited ANS' needs.

Situated on Staples Corner, LDeX offers a 5MVA capacity, diverse dark fibre connections provided by leading tier 1 connectivity providers such as Level (3), Geo, Colt and Cogent and an onsite network operations centre provided by LDeX Connect (formerly Ping Networks).

Superior communications links between London and Manchester

ANS sought a data centre which had strong communication links between London and Manchester. LDeX Group was able to provide 10 GB waves to ANS with connections running between both cities to ensure that the company's data centre network has a secure, diverse, stable and fast connection at all times.

Building a relationship

ANS didn't want to use a faceless corporation - the company sought a data centre provider who they could build a relationship with and get in touch with at any time with any requirements or queries that it might have. LDeX was the ideal choice for ANS, with the founders bringing significant engineering, technical and operational experience to the table and not to mention a deep understanding of datacentres and networks.

The combined experience of LDeX's Senior Management Team meant that the business had the knowledge and understanding to meet the needs of a demanding yet thriving tech industry, reassuring ANS that they would benefit from a high level of service along with product/services that were fit for purpose and technical staff available 24x7x365.

CASE STUDY



“LDeX has provided us with excellent mission critical data centre and network support services enabling us as a business to focus on enhancing our core offering in the market and expanding our customer base without having to worry about the back end.”

Paul Shannon

Managing Director of
ANS Managed Services

THE SOLUTION

The top three features that attracted ANS to LDeX

Timely execution on the delivery of a dedicated cage

Having viewed the site and met with the senior management team, ANS was particularly impressed by LDeX's ability to execute on the delivery of a dedicated cage within a matter of days imperative to minimise time to market.

Inherited Teleport facility

Rob Garbutt and Paddy Doyle, owners of the LDeX Group, had inherited a teleport facility following the purchase of the facility giving instant access to fibre and satellite providers including Hotbird, EutelSat, SAS Astra, making connections instantaneous for ANS.

Industry accreditations

ANS was particularly impressed with the array of accreditations to the LDeX name, including ISO27001, ISO9001 and ISO50001, for information security management, quality management and energy performance, which are imperative for customer peace of mind.

Key factors in choosing LDeX as a colocation provider

Access to the north

The LDeX Group has a national network spanning London and Manchester, enabling ANS to connect its two data centre locations together over diverse fibre paths running both up the East and West of the UK, giving complete redundancy and peace of mind.

Over the last two years, LDeX has built up a strong business relationship with ANS in delivering mission critical data centre facilities that provide robust support to its cloud and hosting customers. to offer scalable and agile capabilities and infrastructure support required for customer demands from the LDeX1 facility based in Staples Corner.

Remote hands services and advice is available to ANS on a 24x7x365 basis, ensuring that critical systems are safe, secure and always available. This increases efficiencies and enables ANS' customers to reach environmental-impact reduction targets where required.

THE RESULTS

Did you experience any direct “big win” business results for your company because of the solution

As a result of choosing LDeX as a data centre colocation and network services provider, ANS has experienced a number of key customer wins which have been dependent on ANS having a robust data centre facility outside of the centre of London. ANS believes that LDeX has been essential in allowing the organisation to build a robust Managed Service proposition.

LDeX also provides ANS with a mission critical disaster recovery location for its northern based customers based in Manchester and a production location for its Southern based customers.



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