How does Seccom Global secure business?

Nextgen data centres provides the flexibility and choice to help them meet increasing demands

Seccom Global is one of Australia's fastest growing information security providers, and is well recognised as a market leader in managed security and wireless solutions. With a strong background in managing successful ICT projects, Seccom has delivered secure wireless solutions at Randwick, Rose Hill and Hawkesbury Racecourses, as well as the Sydney Opera House.

Seccom recently confronted the challenge facing many rapidly growing businesses generated by customer demand. The identified strategy was to rapidly expand its IT infrastructure to support business success. Realising it had outgrown its existing data centre facilities, a new project was initiated to identify a new strategic partner.

"We were looking for an organisation that we could partner with, who showed an understanding of our business and our challenges. This was important to us, as Nextgen offers knowledge and expertise which are critical for us in achieving our strategic goals."

As founding Director Michael Demery explains, "Reliability and scalability were two key attributes we were seeking. We assessed a number of data centres in considering our IT strategy as the existing data centre just didn't meet our requirements. Legacy data centres are inefficient and use a lot of power; someone has to pay for that power and ultimately, that someone was us."

After viewing a number of leading data centres, it was apparent that most legacy facilities, though appearing modern, have a design flaw in their 'open' architecture. These big rooms are inefficient and expensive to cool, which create unnecessary costs which are passed on to their customers. As Michael observed, data centres require large capital investments which take several decades to achieve a return and it's financially impossible for most providers to make the investment in more power-efficient facilities.

Other areas of concern for Seccom were the standard of infrastructure available and whether their new data centre could scale with future growth. After careful consideration, it became clear that Nextgen offered the only data centres that met their requirements. Michael explains some of the key factors in their decision:

State of the art design
"Nextgen's modular approach to data centre design and the BladeRoom systems are leading edge, and when we viewed the data centres in operation we understood that this service was unique."

Power efficiency
"The data centres are modern, eco-friendly and energy efficient. A more efficient design means more efficient temperature management for things like ensuring warranty compliance for our hardware."

Reliability and risk reduction
"Being in the Nextgen data centre provided us with an effective solution for reducing IT cost and risk. We work closely with Nextgen as one of our preferred networking partners and have experienced the reliability of their networking services.

Scalability
"Nextgen is the largest data centre operator in the country, and has one of the largest fibre cable networks. This reduces migration risk for our business, and our customers, providing flexibility and choice when provisioning for future growth. The Nextgen combination of modern data centres and a premium network makes it difficult for other providers to match. We were very comfortable in progressing our relationship to enable support of our mission critical infrastructure and data."

Reduced capital expenditure
"We've traditionally had to make large annual investments in hosted and virtual infrastructure. With Nextgen we're now able to reduce these outlays as their facilities have everything we need. This frees up working capital and resources which we can now use in other areas to keep the business growing."

Strategic partnership
"We were looking for an organisation that we could partner with, who showed an understanding of our business and our challenges. This was important to us, as Nextgen offers knowledge and expertise which are critical for us in achieving our strategic goals."

Attracting new customers
"It's a data centre that we're proud to take our customers to, which helps us win new business. We believe that once you take the step to visit a Nextgen data centre, the quality and design leadership will be absolutely evident to you."

Choosing a data centre provider has major strategic implications for IT in supporting business agility, choice and flexibility. Seccom Global chose Nextgen Group as their exclusive data centre partner, enabling the organisation to focus on core business, continue market leadership and achieve strategic success.

With a heritage originating at the start of telecommunications competition in Australia, Nextgen Group is a leading Australian supplier of network connectivity, data centre facilities and cloud services to businesses, government agencies and telecommunications service providers. We pride ourselves on delivering expert solutions and exceptional service to our customers – enabling them to take their business where it needs to be.

Phone: 1300 653 351
Web: www.nextgengroup.com.au
Email: info@nextgengroup.com.au