

Nominee: Source Managed Services Ltd

Nomination title: SOURCE - ADDING VALUE TO THE CHANNEL

SOURCE – COLOCATION PROVIDER OF THE YEAR 2013

SOURCE is a data centre, network and Internet service provider delivering real value to organisations that rely on IT infrastructure. Uniquely, holding partnership accreditation with some of the World's leading providers, such as Digital Realty, Level 3, Infinity, Cyrus One, Global Switch and others, SOURCE provides enterprise level services to the SME, ISP/MSP and Reseller sectors.

Specifically, SOURCE enables Customers to benefit from these leading facilities without the need for them to take property leases or large scale deployments, SOURCE provide access from a single rack through to dedicated private suites from 50kW to 500kW+. Our Customers vary from large Enterprise, such as Canonical (the Company behind the Ubuntu Operating System), Incisive Media (the World's largest digital publisher) to managed service providers such as ServerSpace and Foundation IT. Customer service does not differ, whether a single rack or multiple private suite Customer. SOURCE enable a truly bespoke offering, rack height, width depth together with commando provision of 16,32 or 64 amp per feed. We enable growth and always provide a first right of refusal for adjacent space. SOURCE concentrates activity on a Channel basis, whereby we support the IT resellers, ISPs, MSPs etc. with infrastructure services and enable them to develop Internet and managed network products and services together with hosting and colocation services, all supported with SOURCE's underlying SLAs.

Recent success is shown with SOURCE's appointment as the infrastructure provider for Canonical, Incisive Media, Foundation IT and ServerSpace.

"SOURCE provide a superior level of service which is why we have long-term data centre and network services with them." Ron Doobay, IT Director (Incisive Media)

"...we needed quality expansion for our colocation services, SOURCE provided space where no one else could." Tim Dufficy, Director (Serverspace)

"SOURCE provides us (Canonical) with one of the best commercially available data centres in London, delivering the security and cost clarity we need for our Global service delivery. SOURCE deliver and manage the 100Gbps+ network services which enable our Customer access for updates and downloads." James Troup, Canonical

The next 12 months holds some challenges for the older/traditionally built data centre environments. Low power densities of circa just 3kW per rack and the shared M&E of the colocation 'hotels' limits their ability to cope with the ever growing demands of the IT/VAR and Service provider markets. The M25 periphery sites that SOURCE occupy have dedicated M&E per data hall POD together with a minimum of 5kW per rack with 10kW per rack easily deployed with no additional cooling. SOURCE are committed to providing long-term solutions for Customers and are proud of the on-going support of our Customers.

Why nominee should win

- SOURCE provide access to traditionally Enterprise only environments Allowing IT Resellers, MSPs, ISPs etc. the confidence of 100% availability and their end users a superior level of service Supported with direct peer Tier 1 access
- SOURCE do not compete with Customers concentrating solely on the infrastructure provision