

## Nominee: Volta Data Centres

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### Nomination title: Volta Data Centres - Colocation Provider of the Year

2015 has been a huge year for Volta, celebrating 2 years in September as an operating site. During the year, Volta launched 2 new services, both of these services being a data centre first, as well as achieving new industry certifications.

#### NEW SERVICES

In June 2015, Volta introduced a new, unique contract model: Power by the Hour. This special tariff model now allows organizations to utilize Volta's facility for any period of time with no fixed term contract. Volta disrupted the market by challenging the traditional fixed term contracts. Customers can now benefit from a more adaptable data centre partner that can scale with their own growth.

In November 2015, Volta Data Centres launched its unique and disruptive Platinum Power SLA, providing outstanding power resilience with 100% uptime guarantee. Volta's 2 separate grids provide unique power resilience to its customers.

#### ACCREDITATIONS

In June 2015, Volta was independently audited and awarded the ISO 27001.

In October 2015, Volta added even more accreditations to its list of certifications. Volta achieved the Payment Card Industry Data Security Standard. It is possible to self-certify, however Volta thought it was essential to be audited by an independent and approved organisation. This certification offers robust and comprehensive standards and supporting materials to enhance payment card data security.

In addition, Volta also became an official Visa Merchant Agent and can now host companies who deal in Visa transactions. This is a unique certification that many data centres don't have.

Volta Data Centres became a participant of the EU Code of Conduct. Volta made a strong commitment to the EU Code of Conduct requirements and agreed to use the standards to develop products and programmes to help data centres achieve Code of Conduct objectives.

## **GENERAL BUSINESS**

In 2015, Volta increased its occupancy by 268%. Volta also had a 100% retention rate within its customers, with all existing customers staying at in the Great Sutton Street's site.

Volta's business development staff increased by 33%, adding new talents to its team.

Finally, the Central London site also increased its carriers by 10% in 2015, offering even more choice to its customers.

**What are your company's key distinguishing features and/or USP?**

Volta unique location in zone 1 in London offers unique proximity to organisations with offices in central London, as well as easy access for organisations based outside London with a excellent transport links.

**What tangible impact has your company had on the market and your customers?**

Volta disrupted the market by challenging the traditional fixed-term contracts and SLAs.

**What are the major differentiators between your company and your primary competitors?**

Volta Data Centres offers services that no other data centre provider offers with its Platinum Power SLA and its Power by the Hour SLA.

## **Why nominee should win**

- Volta launched Platinum Power SLA
- Volta launched Power by the hour



- Volta received new accreditations including the Payment Card Industry Data Security Standard Certification, ISO 27001, the EU Code of Conduct and the Visa Merchant Agent
- Volta increased its occupancy by 268%
- Volta had a 100% retention