Nominee: C4L

Nomination title: Why C4L should win Overall DC Company of the Year

C4L is an industry leading data centre colocation and connectivity solutions provider, with access to over 100 UK data centres and more than 300 globally. C4L offer a range of services including colocation, connectivity, cloud and communications. With their own data centre located on the South West coast and a fully privately owned, high-capacity, 1-100Gb capable fibre-optic network, utilising equipment from leading technology vendors such as Juniper, Extreme and Cisco. This network called coreTX, links multiple data centres across the UK using a diverse fibre optic backbone and DWDM technology to provide very high performance.

C4L clients include government agencies, FTSE 250 companies, international financial institutions, system integrators, top 100 VARs, resellers and many of the UK's network carriers. Our entire business is committed to customer satisfaction and quality of service and we have achieved certifications such as ISO9001 & 27001 to demonstrate this. C4L was the 2012 winner of HSBC's South West Business Thinking initiative, and has been ranked in the Deloitte Technology Fast 50 and Fast 500 EMEA, as well as the Sunday Times Microsoft Tech Track 100.

C4L have achieved revenue growth of 466% over the last five years, doubling the number of staff in the last year, created considerable competitive operational improvement through improved quality and customer satisfaction. Our IT systems are constantly improved for efficiency; client service and quality of product, this in turn makes C4L stand out from our competitors'. We have expanded the customer base year on year and maintained an excellent retention rate over 90% through this time. Key metrics such as turnover, profitability, margins, EBITDA and company net worth have all increased significantly with healthy forecasts for financial years to come

C4L's Bournemouth Data centre is one of the first in the South West, a substantial achievement for the company, especially as it was completed in less than twelve months and ahead of schedule, thanks to intricate project management and high levels of communication. Constant service enhancements in our data centre locations has benefited all stakeholders and accomplished considerable competitive advantage, in turn, demand has increased and the footprint is constantly growing.

Why nominee should win

- C4L own a 100% green Data Centre, through private build. We designed and built the data centre to use technologies that reduce the sites carbon emissions, and it is certified as being 100% powered by green energy.
- C4L recognised the significant energy savings that can be made by having genuine cold-aisle containment, and built our data centre with this in mind, saving customers money. One customer is now paying over 20% less per month having moved to Bournemouth from their previous data centre.
- At C4L we are not afraid of challenging the status quo or trialling new approaches or technologies, because we understand that innovation requires both expertise to understand and courage to try new things.