TELEDATA

Colocation case study: Perry Nicholls

"I haven't met anyone better to deal with than TeleData. Flexible, reasonable, accommodating. Complex administrative documentation made easy."

— Alistair Nicholls, Founder, Perry Nicholls

Better data analysis by design

Founded in 1997, Perry Nicholls helps organisations turn their data into actionable insights: offering clients tailored data analysis services to enable them to achieve business objectives.

Originally set up to provide consultancy services, Perry Nicholls grew into what is now a business intelligence (BI) specialist, providing organisations with the means to plan and execute effective business strategies using measurement models, data capture, data cleaning, data analytics, data hosting, and business intelligence dashboards.

With a customer base of predominantly medium-sized organisations, some of which operate on a global scale, Perry Nicholls relies on a robust and reliable IT infrastructure to deliver its data-heavy services.

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Business Intelligence

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Business Intelligence

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The challenge

Before moving to TeleData, Perry Nicholls was storing data on in-house servers and using a third-party data centre only for nightly back-ups.

"Using in-house servers was only a stop gap – until we decided what servers and data centre we wanted to use long-term. This was becoming detrimental to our business: in-house infrastructure simply doesn't have the level of capability or sophistication to protect your data as well as a purpose-build data centre."
- Alistair Nicholls, Founder, Perry Nicholls

As the business grew, and Perry Nicholls moved away from just consultancy work and more into complex BI, it was apparent that it could not continue in their current building either for IT infrastructure or office space. An inflexible lease, along with the lack of environmental control and security, became simply too impractical and risky to deal with.

However, the challenge was finding somewhere with at least the same level of security and connectivity levels that it'd grown used to, without being left out of pocket.

Alistair Nicholls, founder of Perry Nicholls, knew the most logical option was to move the company's IT infrastructure from on-premises into a colocation data centre. But where?
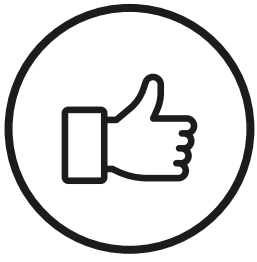
The solution

TeleData was recommended to Alistair Nicholls by a contact as a trustworthy and reliable colocation provider within easy reach of Manchester city centre. Its ISO27001 compliant site, with state-of the-art physical security controls, 24/7 CCTV monitoring and 2(N+N) UPS redundancy levels caught his attention. The fact that TeleData could also offer an interim office location was an added bonus.

Sounding like the perfect fit for Perry Nicholls' requirements, Alistair met with TeleData's Matt Edgley – TeleData's commercial director.

From the meeting and his very first impressions of TeleData, Alistair knew the deal was sealed. Matt sat down with him, listened to his needs, took the time to understand the business and was willing to be flexible with Perry Nicholls' leasing and contract requirements.

The benefits

TeleData could offer an ideal colocation service to Perry Nicholls: rack space with unbeatable security and connectivity, and within easy reach of their premises for complete peace of mind their data was in safe hands.

Security
The sensitive nature of the data that Perry Nicholls handles means they can't settle for anything less than state-of-art-security controls – all of which TeleData can provide. With a site manned 24/7 by a team of highly-trained and SIA-approved personnel, Perry Nicholls has no worries about the security of their data – especially when they can check on their servers whenever they wish.

Connectivity
TeleData's diverse range of carriers allows Perry Nicholls to deliver vast amounts of data and stay connected to their global client base.

Location
TeleData's data centre is central to Manchester's digital landscape, with great access to transport links and the added benefit of an on-site business continuity work area.

"The data centre and work spaces in Delta House are both highly secure, with strong controls to prevent unauthorised access on every floor. It's also rare to get such an extensive carrier list at a competitive price, and the location of the data centre strikes the perfect balance between ease of access and discretion."
- Alistair Nicholls, Founder, Perry Nicholls

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About TeleData

Here at TeleData, we're proud to offer colocation services your customers can rely on – delivered from one of the most secure, resilient and well-connected data centres in the UK.

That's why we're the colocation partner of choice for a diverse range of businesses just like Perry Nicholls; from data analysis and business intelligence companies, to IT service providers, software developers, and professional services firms who all have one thing in common: demanding the highest levels of protection and performance for their servers and infrastructure.

But don't take our word for it. If you want to see our data centre for yourself – and meet the people who designed, built and run it – click the button below to arrange a site visit. We'll show you why so many businesses choose us to house their customers' mission-critical assets, and why so many stay with us for the long run.

Arrange a site visit

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