



Technology specialist improves security and data resilience

Prestige Technology Solutions (Prestige) is an experienced technology company formed in 1989, renowned for delivering expert technology and infrastructure solutions to UK businesses of all sizes. It was established during the boom years of the dot.com revolution in the late 1990s, and now in the more challenging economic downturn, Prestige has become a trusted IT advisor to many of its customers by offering an expanded portfolio of solutions covering the main aspects of the ever broadening IT landscape including cloud computing applications, mobile devices and virtualisation infrastructure.

It is a recognised value-added reseller for Hewlett-Packard including its Unix, MPE and INTEL platforms, as well as developing strong partner relationships with most major hardware vendors in order to address IT Infrastructure commonalities with our customers regardless of vendor choice.

The challenge

The company has recorded steady annual growth in the past few years and its aim is to adapt to technological change, to appreciate its customers needs and continue its practice of clear thinking towards proposed services and solutions.

Prestige had been in partnership with a London based data centre provider but due to its increasing need for contemporary solutions, especially in the field of managed services (Microsoft ERP range), and as a result of its increasing customer base Prestige started exploring different data centre

provider options - at one point even looking into building their own independent data centre.

“To provide our clients with the reliability and quality of hosting services we required, we decided that we needed to partner with a colocation specialist who could provide continued uptime, high levels of connectivity and peace of mind regarding security and disaster management,” commented James Coyle, head of technology at Prestige.

“The option to choose a hosting and connectivity provider was given a great deal of thought, but ultimately proved an easy decision when our chief engineer described UKSolutions as ‘the best data centre he had ever seen.’ By moving towards an outsourcing approach that allowed us to develop our business in the directions it was already organically expanding, we were in essence, affirming the growth levels we had already sustained.”

“In order to continue our growth and by acknowledging the need for change in our data centre provision, we were effectively acknowledging the increasing maturity of the business. The natural evolutionary progression to a more efficient data centre provider was not just important internally, but also vital for our customer provision plan, as we simply did not have the appropriate IT infrastructure to be able to provide the new services that were more and more commonly being requested by our customers,” added James.

The solution

Having been established in 1996 by managing director Daniel Lowe, UKSolutions boasts more than 14 years of data centre experience. It consists of two dedicated co-location facilities and offers a diverse multi carrier network, focusing on delivering unparalleled support through its expert in-house technical team. It is an accomplished Tier IV data centre providing high quality service and infrastructure to a variety of size customers across a range of sectors.

Daniel commented: "We offer bespoke design data centres, which encompass the latest innovations in security to deal with sensitive government organisations, air conditioning, power and connectivity. Our two colocation sites are connected directly to the national grid via two 11kV connections, each fed from separate sub-stations, so in the event of a power outage we are always able to remain online providing our customers with continued uptime. The data floors are fitted with the latest cooling, fire prevention and power distribution equipment, and our highly trained and experienced technical staff deliver effective case specific solutions in accordance with the needs of the individual customer."

"We have more than a decade of experience providing bespoke, case specific hosting solutions and we fully understand the organic nature of business and the importance of being pragmatic and flexible – as a direct result we model our solutions on the same concepts, which makes us an attractive prospect to companies like Prestige which are continually expanding."

James added: "We were impressed with not only UKSolutions' physical data centre facility which initially caught the eye of our chief engineer, but moreover the professional and dedicated manner of its staff. The company exhibited a passion for detail and a pursuit of excellence throughout the organisation."

In 2006, Prestige officially established its business outsourcing agreement with UKSolutions and during the past four years the partnership has grown to the point where the data centre is now regarded as a respected and valued partner.

The benefits

Prestige wanted to be in a position where it could build on its technology skills, all the while accommodating the ever-growing demand for managed services (especially the Microsoft ERP range), and its continually increasing

client base. The partnership with UKSolutions has helped it achieve these aims quickly and efficiently, crucially allowing it the mobility to adapt to the industry and its customers.

“UKSolutions allows us to be highly competitive in the heavy weight corporate environment, and it’s no coincidence that we have experienced strong customer growth as well as an increase in the provided services options we offer since our partnership began,” commented James.

UKSolutions has enabled Prestige to achieve its primary aims but in addition to these, Prestige now also enjoys the piece of mind, provided by UKSolutions’ Tier IV security alignment, safe in the knowledge that it and its customers data is completely safe and accessible at any time, all round the clock.

“UKSolutions itself doesn’t actually sell the solutions we provide, however it does go a long way to alleviating any doubts that potential customers might have about outsourcing their private company data. Dan and his team have made it possible for us to increase the breadth of solutions we now offer our customers, which in turn has contributed to our recent and significant customer growth,” added James.

“Our hosting partnership with UKSolutions is in its fourth year and has delivered significant benefits year upon year. During our partnership we have continued to provide first class delivery and solutions to our ever-broadening client base and UKSolutions is now undoubtedly one of our most valued and trusted partners - as such, it features strongly in our plans for growth in the near future,” concluded James.

- ENDS -

Note to editor

UKSolutions was established as a data networking consultancy in 1996 by managing director Daniel Lowe, then only 17 years of age. It now owns and maintains two dedicated co-location facilities, managing a diverse multi carrier network, focusing on delivering unparalleled support through its experienced in-house technical teams.

It specialises in hosting premier data space with diverse connectivity options for clients of all sizes, elite security measures and exceptional technical support services. Located in Studley, Warwickshire, UKSolutions is an accomplished Tier IV data centre that offers quality service and infrastructure equal to and above many of the data centres located in the congested London area. For more information contact on 0845 004 1333 or visit www.uksolutions.co.uk.

Press contacts

Georgina Heaume / James Ash
Spreckley Partners Ltd

T: 020 7388 9988

E heaume@spreckley.co.uk

E ash@spreckley.co.uk