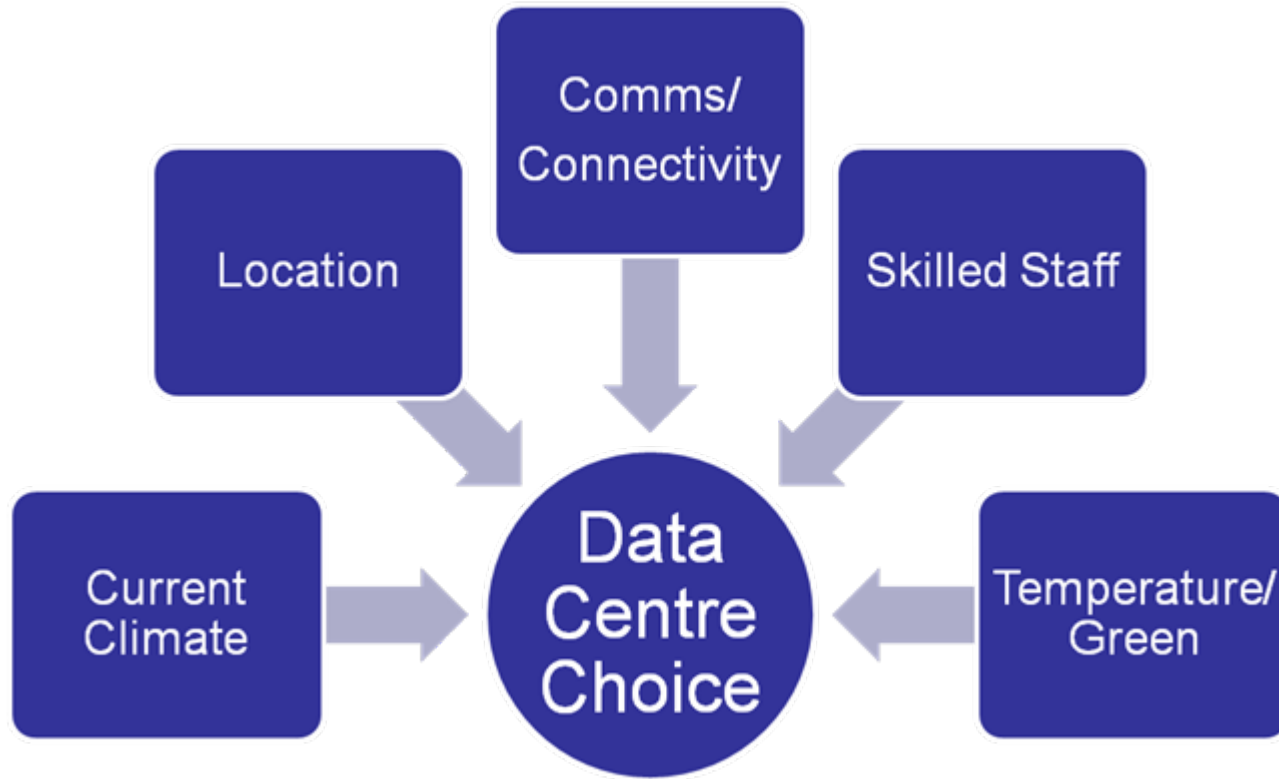




Benefits of Hosting Outside of the M25

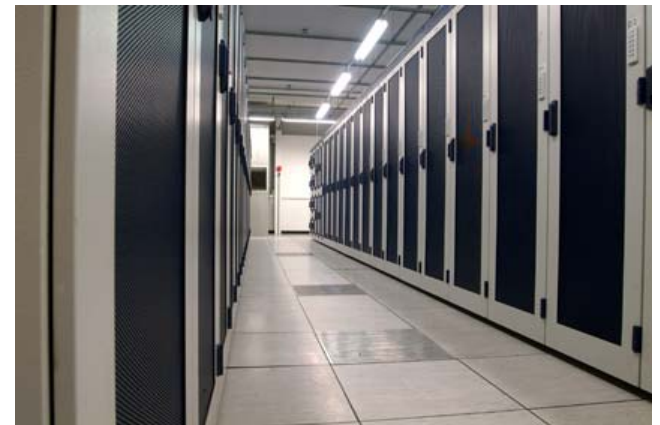
Maitland P Hyslop
COO, Onyx Group & Campbell Lee

Factors to Consider



Current Climate

- Recession - reduce costs by up to 25%
- Global terror
- Environmental changes
- Growth in data volumes
- Internal & external data security
- Peace of mind



Location

- Power and space is becoming an issue within the M25
- Space - Real-estate costs inside M25 – reflected in pricing
- Power availability – including green
- Positive lifestyle
- Virtualisation means data centres can be anywhere
- Transport infrastructure - Often quicker and easier to get to
- Security
- Business Continuity & Resilience
- Fire



Comms/Connectivity

- Excellent comms outside of M25
- Secure high-speed infrastructure throughout the UK
- Latency is not an issue
- No cost differentiation from London
- Alternate routes to the Internet
- Private networks reduce connectivity costs
- Remote monitoring



Skilled Staff

- Staffing issues within M25
- Large pool of qualified staff outside of M25
- Trust/service culture
- On-site support/individual attention



Environmental/Green

- Heat - Up to 2 degrees colder in Scotland, AC's blowing on to each other
- Easier access to renewable energy sources
- Sustainable Energy



Company Profile

- 15 years of history, experience and over 4,000 business customers
- Unique depth and breadth of group technical skills
- Hosting, Networks, Business Continuity, Data Security, Managed Services and Business Applications
- Loyal staff and customer base
- Recent survey showed 100% customer satisfaction
- Top 1% connected networks in the world
- Short-listed for Company of the Year 2007
- Unique Executive Team with vast range of experience
- Investors in People
- Committed to Service Excellence



Onyx Data Hosting

- Currently own and operate 4 Northern Onyx Data Centres
- National footprint of data centres
- Insatiable UK demand for high quality data centre space
- Support and Management improved by owning facilities
- Accredited - 1st organisation in the world to receive ISO27001
- Guaranteed service levels
- Skills in managing SaaS solutions
- Highest standard of facilities



Questions?

