



A SECURE, CONNECTED LONDON LOCATION FOR TIG'S CLOUD PLATFORM



Challenge

- To house its cloud platform in a secure, highly connected UK data centre

Solution

- Infrastructure collocated at Interxion's London Campus
- Easy access to a wide choice of Tier 1 carriers
- A neutral data centre

Result

- A stable environment for TIG's cloud platform that meets customers' needs for data security, availability and residency

TIG supports medium-sized enterprises with their IT transformation, providing an end-to-end service that spans managed services and cloud and connectivity. "Our customers trust us to help them transition to the cloud in a smooth and secure manner. Working with Interxion's secure, highly connected data centre helps cloud computing become a reality." Des Lekerman, CEO

A cloud that inspires confidence

Developers and other tech companies already make considerable use of the cloud, but TIG's customers tend to come from sectors like legal, finance, accountancy and insurance, where cloud adoption is not yet so widespread. Many firms in these sectors continue to run critical apps on their own premises, often because of concerns about the security, compliance, availability and physical location of their data.

By owning and operating its own fully managed multi-site cloud platform, TIG is able to give its customers the reassurance they need regarding cloud-based solutions. TIG's primary platform is collocated at Interxion's state-of-the-art London data centre, which is protected by multiple layers of security and meets recognised international standards for information security, management systems and business continuity.

"Colocating our primary cloud platform at Interxion London gives our customers peace of mind: many are based near the City and like to know their data is physically close by in a secure facility, which they can access 24/7 if needed" says Lekerman. To enhance resilience, TIG replicates its cloud platform at another data centre elsewhere in the UK. This enables the company to offer 100% availability, while allowing its customers to meet regulatory requirements or corporate policy on data residency.

About TIG

Customers rely on TIG to help them make the smartest technology investments and to provide support for their business infrastructure. TIG offers award-winning cloud services, unified communications and infrastructure solutions. Its breadth of professional services supported by their 24/7 managed services are what sets it apart, helping customers shape their IT strategy with peace of mind, and creating the strongest technology platform for their business.

www.tig.co.uk

About Interxion

Interxion (NYSE: INXN) is a leading provider of carrier and cloud-neutral colocation data centre services in Europe, serving a wide range of customers through over 45 data centres in 11 European countries. Interxion's uniformly designed, energy efficient data centres offer customers extensive security and uptime for their mission-critical applications. With over 700 connectivity providers, 21 European Internet exchanges, and most leading cloud and digital media platforms across its footprint, Interxion has created connectivity, cloud, content and finance hubs that foster growing customer communities of interest.

For more information, please visit www.interxion.com

Integrating infrastructure, building hybrid clouds

Another key concern for many of TIG's customers is how to integrate the cloud with their current IT environment. Working with a managed services provider like TIG makes the process as straightforward as possible. TIG's cloud platform is VMware vCloud Powered® and can connect to most virtual environments, making it seamless to integrate a customer's on-premises infrastructure. TIG are thus able to offer either a public, private or hybrid cloud solution.

A hybrid cloud lets a customer with high processing requirements conveniently extend its processing capacity; or a customer that needs to store a large amount of customer data, safely archive it. TIG's hybrid cloud can be used to provide backup or disaster recovery capability that's more cost effective and faster to access than a conventional hardware-based solution. If a customer needs to recover its data, it can rapidly restore it from the cloud or use the cloud version as a secondary site, and so negate the interruption to business.

In all these scenarios, network connectivity is key: "It is vital that our customers can access their clouds" says Lekerman. Excellent connectivity is one of the main reasons TIG chose Interxion's London data centre campus:

"Interxion's carrier-neutrality and central London location means there's a wide choice of connectivity providers already present in the data centre, including many Tier 1 carriers, enabling our customers to have reliable, high-speed connectivity to TIG's cloud platform".

Collaboration for future growth

As well as being carrier neutral, Interxion is also cloud neutral. Lekerman identifies this as a significant advantage: "With a thoroughly neutral data centre operator like Interxion, there's complete clarity about what they do and don't do," he says. "Being cloud neutral means they don't compete with us. Quite the opposite, in fact — they actively support their customers in developing their business by creating communities of interest and putting like-minded companies in touch with each other."

Within just a few months of TIG colocating with Interxion, the two companies had developed a strong working relationship. "Interxion is a very collaborative partner, and always willing to help us in any way they can. It's been a consistently positive experience and we see lots of potential for the future," concludes Lekerman.

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Cofounder: Uptime Institute EMEA chapter. **Founding member:** European Data Centre Association. **Patron:** European Internet Exchange Association. **Member:** The Green Grid, with role on Advisory Council and Technical Committee. **Contributor:** EC Joint Research Centre on Sustainability. **Member:** EuroCloud.

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