

BACK-UP EXPERT INCORPORATES SCALABLE THINKING FROM THE START, WITH COLOCATION AT INTERXION



ABOUT SAC-IT

SAC-IT has been providing services since 2005 to the major Danish companies in terms of IT, cloud solutions and consultancy. Services include strategic and technical advice and planning, implementation and installation, operations and monitoring and also support of servers, PCs and printers.

www.sac-it.dk

For the past 12 years, IT consultancy SAC-IT has used Interxion's globally linked data centres for cloud backups, data handling and virtual server operation. Doing so has enabled it to perform tasks for the largest companies in Denmark and to grow considerably in size. According to SAC-IT's founder, this success is down to incorporating scalable thinking from the start, ensuring that the company is able to go on solving its customers' problems.

In just 12 years, backup expert SAC-IT has grown with explosive speed and is now one of the foremost Danish IT consultants. Many of the company's leading employees have a past as consultants in shipping, finance, etc., and today the company services over 100 major enterprises.

"Our business is based on the experience and networks we have taken with us from our time as IT consultants with a number of the country's largest businesses. Accordingly, our setup might be overkill as regards the customers' current needs, but we would rather be on the safe side. Though, on paper, we provide backup solutions, in reality we are more an advisor with the task of foreseeing problems before they arise," says Jackie Amelung, Partner and CEO at SAC-IT.

// Our business model must be so secure that, even today, we are able to resolve our customers' future problems. And fortunately, Interxion is of the same opinion.

Jackie Amelung
Partner and CEO at SAC-IT

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

Thinking your way into all the customer's business

Many of SAC-IT's customers have been with them from the start, and the company's strong customer relations are due to a focus on advice-giving and individual solutions.

"In 2018, package solutions are no longer sufficient. In your advice you have to think your way into all your customer's business. Most customers have a super-complex IT setup, so, for instance, if the issue is just hosting, there are more obvious offers available on the market. And we don't hesitate to refer customers, if that's what's best for them. I spend a lot of time on this, internally at the company, so we don't end up spreading ourselves too thinly," Amelung says.

SAC-IT highlights Interxion's professionalism and well-linked data centres as the direct reasons for the 12-year co-location venture, which has made it possible for SAC-IT to maintain its focus on consultancy and individual customer solutions.

"When you are always prioritising your customer's needs in your recommendations, it is an advantage to have a big toolbox. And that is what we get with Interxion, in the form of direct access to the leading clouds, system integrators and hosting providers. Not only that, but the companies also have the option of developing their very own cloud setup, something which an increasing number of customers are looking for," he adds.

Backup - an important piece in a company's IT puzzle.

Companies' focus on data security and availability results in a higher demand for future-proof backup solutions. Today a company can outsource backups to a cloud without any interruption to operations. However, this does require that companies have complete control over their IT setup.

"We still see examples of companies who are well protected if their primary IT systems go down - on paper. But it's one thing to have your production data backed up - quite another to have the necessary capacity to start up again after a breakdown. In the worst case, this could mean 200 production employees having to stop work. We factor all this in, and it wouldn't happen for us, because we can either offer our own solution or find another supplier under the same roof at Interxion," Amelung says.

He adds that, right from the start, SAC-IT has been inspired by the mega-companies, whose IT setup enables them to handle far more traffic than customers usually need.

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Customers require 24/7

Half of SAC-IT's employees are based in the USA. This means they can offer support at any time of the day.

"In modern companies, the IT function never sleeps. So it is important that customers can speak to a competent technician and not just a telephone relief, when something goes wrong. We are also the coordinators for our customers' projects, and as consultants it is important we dare to challenge our customers and keep their business in focus all the time," Amelung concludes.



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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.

Interxion is compliant with the internationally recognised ISO/IEC 27001 certification for Information Security Management and ISO 22301 for Business Continuity Management across all our European operations.
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