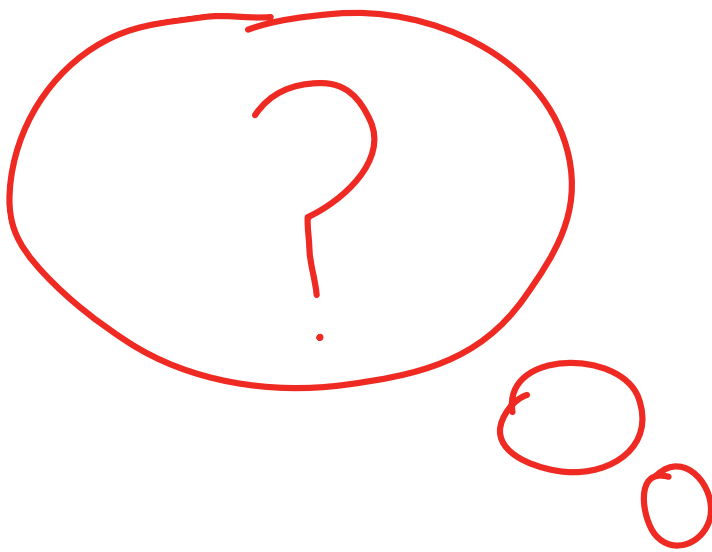


# Logicalis – *What we do*



# Logicalis – What we do

Logicalis is an international IT solutions and managed services provider with a breadth of knowledge and expertise in Communications and Collaboration, Business Analytics, Data Centre and Cloud Services, and Managed Services.

Logicalis employs almost 3,000 people worldwide, including highly trained service specialists who design, specify, deploy and manage complex ICT infrastructures to meet the needs of over 6,000 corporate and public sector customers. To achieve this, Logicalis maintains strong partnerships with technology leaders such as Cisco, HP, IBM, CA Technologies, NetApp, VMware and Service Now.

The Logicalis Group has annualised revenues of over \$1.2 billion, from operations in the UK, USA, Germany, South America and Asia Pacific, and is established in each market as one of the leading IT and Communications solution integrators, specialising in the areas of advanced technologies and services.

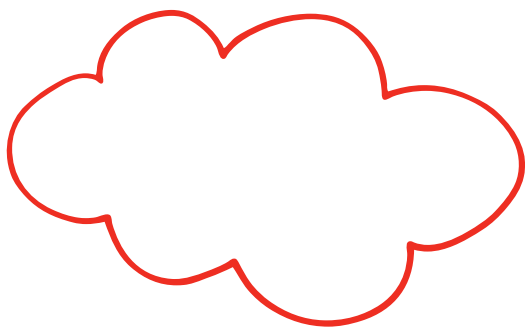
The Logicalis Group is a division of Datatec Limited, listed on the Johannesburg and London AIM Stock Exchanges, with revenues of over \$5 bn. The other divisions specialise in Distribution and Consulting in the technology sector.



## Cloud Services

Driving cost savings and increased operational flexibility is the key factor in moving into Cloud services. Consumption of ICT, paying for new servers you use one by one, or storage by the Terabyte as your data needs to expand is why Cloud has become a real alternative to doing it all yourself. Logicalis' high density data centre is pre-configured with Cloud services, so you don't have to bring your entire legacy infrastructure when you choose to host with us, allowing you to augment your own ICT infrastructure with our ready made Compute, Storage and Network-as-a-Service solutions.

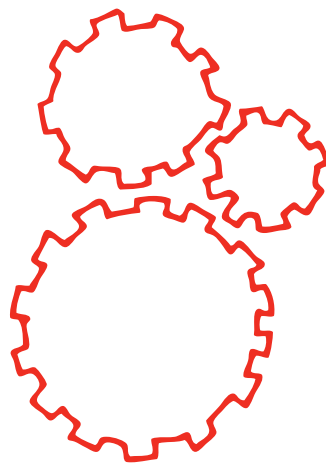
Cloud is the term used to describe pre-built hosted infrastructure services, and because Logicalis is dedicated to enterprise data centre services, ours are built on platforms from world-leading technology partners; Cisco, IBM, NetApp and CA Technologies.



## Business Analytics

Faced with the challenges of 'Big Data', organisations need to unlock the value of their information to gain clear business insight and drive smarter decisions. Business Analytics turns data into business information, actionable intelligence and value, enabling private and public sector organisations to dramatically improve understanding of their own organisation, their customers, or their citizens.

As an award winning IBM Premier Business Partner in Business Analytics and Optimisation solutions, Logicalis can help customers to leverage the transformational insight of Business Analytics, utilising our heritage, expertise and deep skills in the area to truly enable business transformation.



Visit [www.uk.logicalis.com](http://www.uk.logicalis.com) to find out more...

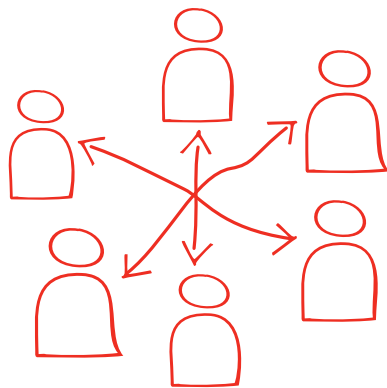
## Collaboration

Organisations face key business drivers when considering how to keep ahead of their competition, increase productivity, and improve communication and collaboration internally and externally:

- Globalisation – Increased pressure on organisations to communicate across wide geographical regions.
- Mobility – Engagement of a mobile workforce with rich and compelling communications between colleagues, customers and suppliers.
- Innovation – Providing appropriate tools to support collaborative practices.

By building and investing in an integrated collaboration platform which meets these business drivers, organisations will experience significant benefits, such as reducing the costs of travel and by working smarter.

Logicalis has applied its expertise in this area to help many organisations realise their objectives through the innovative use of collaboration technologies.



## Communications Network

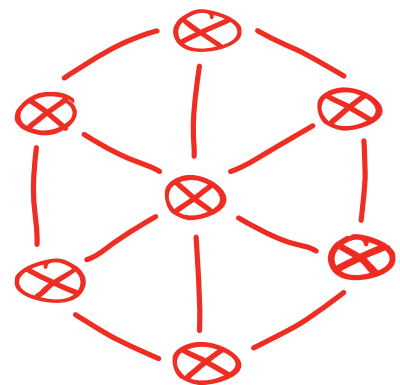
Organisational networks are in a state of change due to the increased demand for mobility, collaboration and Cloud computing. The working environment has also changed; employees no longer work nine to five sitting in an office; they now work from different locations on a number of devices and with flexible hours.

Next generation communication networks are imperative to supporting these new solutions and ways of working. IT departments will become the enablers to ensure that the required flexibility for employees is secure and seamless, and that productivity within the business is not lost.

Network security no longer sits within the firewalls, intrusion detection and other prevention systems. Security now focuses on the protection of data itself and the policy surrounding accessing company data. Three industry transitions are driving communications network change:

- Bring Your Own Device (BYOD)
- The ability to work anywhere
- Video

With our heritage in communications and expertise in advanced technologies, Logicalis has partnered with vendors at the forefront of communications and collaboration development, and has built an integrated solution which can be deployed within organisations in a modular format depending on your individual requirements. We understand that every organisation has different collaboration and communication needs and we will work with you to realise your collaboration goals.

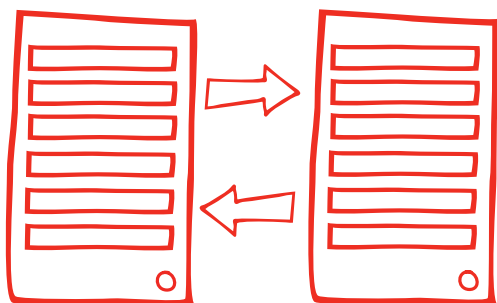


## Data Centre Infrastructure

Every IT organisation is under pressure to react and respond to a rapidly evolving business environment, changing business priorities and higher user demands, with less available spend. As part of this the Data Centre infrastructure must respond to these demands and transform from a traditional, somewhat consolidated and virtualised environment to one that is efficient, automated and service oriented, thereby driving cost reduction, reducing management complexity, and enabling growth. Today's Data Centre must be a highly provisioned and operationally efficient business asset, a mix of architectural excellence and best in breed management solutions wrapped with a personalised operational and service model.

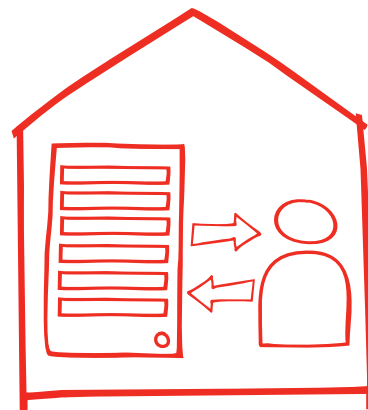
At Logicalis, we are dedicated to the enterprise Data Centre. We have been working in this space for over 15 years and have a team of over 100 engineers experienced in enterprise Data Centre technologies.

As one of the few Systems Integrators accredited for Data Centre by Cisco, HP and IBM, and providing platform solutions from existing Data Centre transformation to creating private enterprise and shared Clouds, we are architecturally and operationally independent, and our value is to deliver both architectural and operational excellence.



## Data Centre Service

At Logicalis we understand that in this economic climate customers are looking to focus on their core business, drive better return on their investments and reduce costs, whilst getting more from their infrastructure through innovation and the adoption of new technologies. We also understand that customers are looking for a Cloud or Colocation service provider that leverages their expert knowledge and experience to take control of the solution, whilst at the same time giving customers flexibility and choice. Our Colocation, Managed Hosting and dynamic Cloud solutions answer these needs. Our secure, resilient Data centres exceed the requirements of Tier 3 and are located close to key transport and communication links.



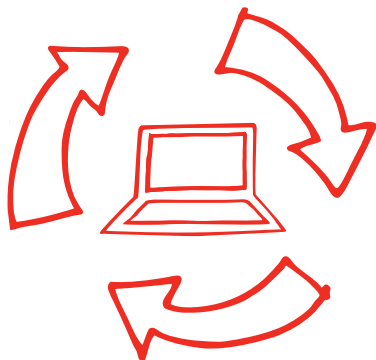


## IT Service Automation

As the demands of IT services become increasingly complex but the underlying infrastructure is commoditised there is a need to introduce a layer of automation into the infrastructure stack to simplify operational aspects. This automation offers the ability to understand and control the status of the overall infrastructure using a vendor independent toolset. It also allows for energy consumption to be optimised, reducing cost and increasing the green credentials of your operation.

To deal with a number of key IT operational issues, Logicalis has integrated a range of tools to support streamlined operations.

These tools are based on mainstream products sourced from CA Technologies and other key vendors, and are integrated onto your existing or future infrastructures by our skilled team, backed by expert vendor support.



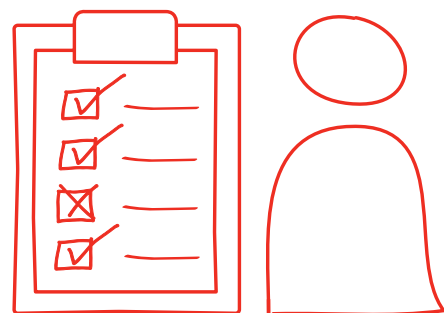
## Managed Services

In a world of change and innovation, including the IT industry, additional demands and waves of new technology are relentlessly increasing the complexity of the entire environment. In the business arena there is a drive to understand, simplify and optimise all aspects of the complex environment.

One of the simplest metrics is judging whether a function is core or context; core functions require focus to achieve excellence, context functions must be commoditised and out-tasked. IT must be part of initiatives to simplify and optimise or it too will become context.

In the IT sector there is a very simple demarcation that has become embedded in many out-tasked and outsourced agreements; this is the splitting of application and infrastructure into two different disciplines. For any IT centric business the application is by its nature core, marking the differentiation of that business and requiring focused attention to ensure it continues to deliver a competitive edge. The infrastructure, providing it is capable, is context and needs to be simplified, standardised and operated as an optimal solution.

Understanding this, Logicalis has a range of services 'Designed to Deliver' the infrastructure of a business, from simple maintenance to managed Infrastructure as a Service. Logicalis has helped many organisations of varying sizes and sectors to choose the core and context functions that suits them and their business objectives.



# Business and technology working as one

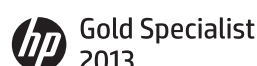


We fulfil our core strategic objectives and create value	We fulfil our core strategic objectives and create value	Across all consumption models
<ul style="list-style-type: none"> <li>• Technology and Business working better together</li> <li>• Improve efficiency of corporate IT resources</li> <li>• Maximise value from past investments</li> <li>• Embrace new technologies with confidence</li> <li>• Exploit new ownership and consumption models</li> <li>• Enable new user experiences and services</li> <li>• Address security with confidence</li> </ul>	<div data-bbox="708 589 1225 633">Communications and Collaboration</div> <ul style="list-style-type: none"> <li>• Voice &amp; IP Telephony</li> <li>• Network Infrastructure</li> <li>• Contact Centre</li> <li>• Messaging</li> <li>• Presence</li> <li>• Rich Media Conferencing</li> <li>• Collaborative Content/Web 2.0</li> <li>• Video</li> <li>• Security</li> </ul> <div data-bbox="708 936 1225 981">Data Centre and Cloud Solutions</div> <ul style="list-style-type: none"> <li>• Virtualisation &amp; Consolidation</li> <li>• Enterprise Computing</li> <li>• Cloud Services</li> <li>• Storage</li> <li>• Hosting</li> <li>• Switching</li> <li>• Security</li> </ul> <div data-bbox="708 1205 1225 1249">Professional and Managed Services</div> <ul style="list-style-type: none"> <li>• Consulting</li> <li>• Application Integration &amp; Development</li> <li>• Managed Services</li> <li>• Remote Monitoring &amp; Management</li> <li>• Hosting</li> <li>• Co-location</li> <li>• Managed Infrastructure Services</li> <li>• Business Analytics</li> <li>• Security</li> </ul>	<div data-bbox="1249 640 1481 882">Systems Integrator</div> <div data-bbox="1249 940 1481 1182">Cloud Services</div> <div data-bbox="1249 1249 1481 1491">Managed Services</div>

We have award winning strategic partnerships...

- Logicalis has built strategic partnerships with the World's most respected solutions and services vendors
- We achieve the highest level of accreditations and retain the highest quality expertise
- These vendors provide the building blocks of our solutions and services portfolios
- Mutual partners in Logicalis' expanding Cloud services portfolio

Premier Business Partner





Business and technology working as one

What can we do for  
your organisation?

Visit

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