



TWO INTO ONE

Colocation choices UK



TWO INTO ONE

Ogi Wales isn't just one of a number of communications service providers for Vantage's Cardiff data center, it hosts clients' IT there, too

Cardiff-based Ogi Wales is a curious hybrid: both an internet service provider (ISP) and a managed services provider – the result of a merger between ISP Spectrum Internet and Net Support UK – it is a certified Microsoft gold partner that also provides managed firewall, WiFi and cloud services to small and medium-sized businesses in Wales.

Now backed by private equity to help finance the build-out of its fiber infrastructure across the principality, the company both connects to, and hosts clients' IT with, Vantage's CWL1 Cardiff data center.

"We're building a full fiber network, which means fiber all the way into the premises and, obviously, that means it's a gigabit-capable infrastructure for those homes and businesses. For the network we're building, we've partnered with Nokia, and the equipment we're using from them means that our network is capable of delivering 10 gigabits per second, both down and up, from day one," says Justin Leese, chief technology and operations officer at Ogi Wales.

Nevertheless, Ogi remains very much involved in IT services, too.

"We sell business connectivity, but we also provide managed IT services on top of that. We'll happily sell to any business customer, but we have a particular focus on SMEs. We're a Microsoft Gold Partner. We're also a Microsoft cloud solutions provider. So we can provide cloud-based services, such as Microsoft 365, and managed services around that.

"We're a reseller for Ruckus Networks as well, so we can provide managed WiFi services for businesses, and we're also a Fortinet reseller, selling a managed firewall product. So we can basically put together an entire package for business."

In addition to hosting clients' IT and services within Vantage's CWL1 Cardiff data center, Ogi Wales also hosts much of its own IT infrastructure there.

"As a network provider, we have all of the corporate services that you would expect any business to have, whether it's email or office automation. But in addition, there are a whole load of applications that we have to run that are unique to being a telecoms provider.

"So we have provisioning systems, billing systems, voice over IP platforms. We've got the systems that we use for managing our engineers in the field, such as for booking appointments for customers. We've got sales tools, marketing tools, you name it, there's a whole variety of IT platforms," says Leese.

While some of its systems are hosted in the cloud (in some cases, 'the cloud' in question is also hosted in Vantage's CWL1 data center) what isn't is hosted directly within CWL1.

"Unsurprisingly, as a Microsoft Gold Partner, we tend to use that... But there are a number of applications that aren't in the cloud; rather, they are hosted on servers that we run, because they're not suited to the cloud. But we host those in Vantage, too.

"So we use Vantage to host our own IT systems. In addition to that, increasingly, we're starting to look at buying additional capacity inside Vantage to provide more services for our customers. That will mean we can resell capacity inside Vantage for our customers and host their application servers in Vantage. So that's kind of our second use of Vantage.

"And then the third element of Vantage is, by virtue of the fact that we needed to connect our IT platforms, we've made it a major node on our fiber network. So Cardiff CWL1 is one of our main points of presence in Wales," says Leese.

Now, with the company growing fast, it is looking to take advantage of other data center providers in South Wales for backup, with options from a growing range of providers now opening up – a sure sign of growing maturity in the market for data center services outside London.

We're building a full fiber network, which means fiber all the way into the premises... that means it's a gigabit-capable infrastructure for those homes and businesses