NewTelco SA establishes presence at Teraco

NewTelco SA, a Jasco Group company has established two additional Points of Presence at the leading neutral datacentre provider Teraco Data Environments. This opens the road for NewTelco to resell datacentre space with the addition of value-added services.

Eckart Zollner

The additional presence enables NewTelco to leverage the economies of scale and best-of-breed infrastructure, while offering additional services such as connectivity, equipment procurement and financing, as well as managed services.

"Teraco's business model is based on selling complete racks (47U cabinets) within their data centre. However, for many customers, particularly those in Africa, this may not be an affordable option, as they do not require that much space. They also may have difficulties in procuring equipment, due to the import duties and costs involved, and may not have expertise in the country to manage this equipment. By offering rack space and services from within Teraco's data centre, NewTelco is lowering the barrier to entry for these providers. We are able to tailor our solutions to meet the customers' exact needs, in terms of the amount of rack space required. We also offer equipment procurement services, and will finance, manage and maintain this equipment for customers," says Eckart Zollner, head of Business Development at NewTelco South Africa.

NewTelco is not only able to customise rack space according to the needs of individual customers, but also provide all of the services and equipment required for African organisations that may not have a full branch or office in South Africa. Connectivity and ports at any of the major Internet exchanges such as JINX, NAPAfrica, DECIX, AMSIX or LINX can now be provided as well.

Enterprises of all sizes will now be able to leverage the benefits of a global-standard datacentre, including enhanced security and guaranteed power availability. Other Teraco customers already deployed within the datacentre can also benefit, as NewTelco is able to offer both infrastructure and connectivity services directly into the datacentre.

"The synergy between NewTelco and Teraco is about making things easier for our customers in Africa. We remove the

barriers to entry, offering customised space according to requirements and removing the hassle around importing equipment, including the cost of taxes and duties, by supplying locally procured equipment. We also add value by providing additional services such as connectivity, management and maintenance. By aggregating a number of smaller customer we are able to drastically increase affordability," Zollner concludes.

The Points of presence were completed early May 2014 and services are available immediately.

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