# Digital venture builder transforming industries

Blenheim Chalcot's high-growth, technology-driven portfolio companies rely on Colt DCS for rock solid and affordable digital infrastructure and connectivity

*Colt DCS offers a high quality of service with staff that understand and care about our business. Making the relationship even more valuable is the fact Colt DCS offers better and more value-oriented service than its competition. We're happy to call Colt DCS a partner.*

**David Abensour,** Group Chief Technology Officer, Blenheim Chalcot

**Blenheim Chalcot**

## Blenheim Chalcot

**Blenheim Chalcot provides enabling enterprise technology infrastructure to its portfolio of digital ventures that innovate across a number of sectors such as edtech, fintech, media and e-commerce.**

Whether it's for data science, marketing analytics, finance or line of business systems, Blenheim Chalcot ventures depend on consistent, high-quality service from their infrastructure partners to ensure their potential is fulfilled.

**That's where Colt DCS comes in.** London-based Blenheim Chalcot ventures have delivered services built on rack space, connectivity and remote hands at the Colt DCS London North site for over a decade as well as using other DCS facilities in London and internationally.

Colt DCS's modern facilities, specifically its flagship site in Welwyn, underpin the venture builder's efforts.

Blenheim Chalcot ventures have been Colt DCS customers for over a decade for a number of reasons including the high level of customer service provided and the consistently high quality infrastructure. It's the perfect springboard to success for new ventures.



**Blenheim Chalcot needed an infrastructure partner that could help its portfolio companies grow at cost-effective rates with affordable services on flexible terms allowing the ventures to scale quickly given their unpredictable and often sharp growth trajectories.**

Reliable, affordable access to data centre services and connectivity is a critical part of new ventures with dependencies on information technology whether or not they also use public cloud services.

*"(Our portfolio) companies couldn't issue an invoice, collect any money or provide any service without their IT platforms,"* noted Abensour. *"You don't have a company now if you don't have IT."*

Also critical was a partner that could appreciate its business goals and had the personnel that could help it deal with the complexities of data centre implementation as well.

*"It's a pain getting racks and connectivity in multiple countries and locations to meet client and regulatory requirements,"* said Abensour. *"Solving that pain is not hugely interesting to the ventures that need them either and it is very helpful to be able to get it all from the same supplier. Buying and managing through the same channel eliminates much of the complexity."*

Colt DCS addressed the problem of sourcing multi-tenant racks in a variety of cities globally as well as building up trust between Colt DCS and the venture builder in the process.

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## Solution

Blenheim Chalcot's portfolio companies, such as AVADO and Salary Finance, have been able to grow their businesses without worrying about datacentre infrastructure issues thanks to the consistently high level of service provided by Colt DCS.

*"Many of the 40 or so companies that Blenheim Chalcot has built successfully have used services running on equipment housed in Colt DCS data centres,"* Abensour noted.

Service issues with Colt DCS data centres have been few and far between over the decade that Blenheim Chalcot has worked with the operator.

That's partly why Blenheim Chalcot foresees the long and prosperous relationship with Colt DCS growing despite the public cloud option.

*"Whilst public cloud is more useful than ever for the digital venture builder, colocation services from Colt DCS are preferable and more cost effective for a number of aspects of a venture's overall infrastructure as well as for protection of data that is primarily hosted in the public cloud."* says Abensour.

*"We have a reasonable spread of dedicated rack space and expect to have a reasonable spread for the foreseeable future,"* he noted.

*"I don't see the need disappearing anytime soon even as we help our ventures grow their use of public cloud rapidly. We also see the integration of our next generation office space directly into our data centre infrastructure as a key step and are working with Colt DCS on what this could look like."*

Blenheim Chalcot companies often meet compliance requirements with the help of Colt DCS, which is another feature that makes the relationship valuable given the many obligations its young companies have to meet.

*"Whilst financial institutions have long been expected to comply with a variety of regulations and standards, smaller non-financial portfolio companies are more and more frequently needing to meet International Organisation for Standardization (ISO) and Payment Card Industry (PCI) standards for contractual reasons,"* Abensour noted.

*"The ability to obtain proper compliance through Colt DCS facilities is very useful,"* he said.

## Why would you recommend Colt DCS?

Colt DCS makes the lives of Abensour and others at Blenheim Chalcot simpler.

*"The data centre operator's representatives take the time to understand the areas of business which Blenheim Chalcot portfolio companies are in meaning that the data centre configurations can suit their needs,"* Abensour said.

The quality of service has helped Colt DCS earn a positive reputation across the digital ventures.

*"People have been helpful and staff are practical and get things done quickly,"* said Abensour. *"It's a differentiator for Colt DCS."*

Blenheim Chalcot also values Colt DCS's flexibility on pricing and other matters given that it is a dynamic business with changing needs.

*"It's more convenient and easier to manage a relationship with a trusted supplier than to cobble together a solution from different suppliers in different countries,"* Abensour noted.

Given the trust built over the course of a decade, Abensour believes the parties can work more closely together in future.

For example, expansion in London's Imperial College campus is a key focus of Blenheim Chalcot and Abensour expects the companies to be able to address this initiative together. 'Scale Space' is a 200,000 sq. ft. new technology and innovation campus being built in West London with Imperial College.

Colt DCS will be a key partner in providing the scale and quality of networking that 'Scale Space' needs.



> *Colt DCS has been better and cheaper for us than its competition. Dealing with Colt DCS has been a good experience with cost effective rates. It's a pleasure working with Colt DCS staff too.*

**David Abensour**
Group Chief Technology Officer
Blenheim Chalcot

Founded in 1998, Blenheim Chalcot traces its roots back to netdecisions, the internet services group which set out to build companies that transform industry sectors. It's become the UK's leading digital venture builder, with portfolio sales of over £300-mn, more than 3,000 employees, and a successful track record of over 40 companies.

Headquarters: London, **www.blenheimchalcot.com**

Our approach to transforming Blenheim Chalcot identifies high-growth sectors, typically undergoing some market, technology or regulatory discontinuity, and looks to build scalable platforms that satisfy a real customer need. Blenheim Chalcot aims to build profitable companies with sustainable business models.

The company manages its investments through a division called BCI Finance. BCI structures investments, advises its portfolio companies on financing, supports sourcing of external equity and debt capital for the Group and helps provide the financial knowledge and discipline portfolio companies need to grow.

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**24** markets

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Colt Brussels Data Centre

**Denmark**
Colt Copenhagen Data Centre

**France**
Colt Paris North Data Centre
Colt Paris South West Data Centre

**Germany**
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Colt Hamburg Data Centre

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**Italy**
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Colt Tokyo Shiohama Data Centre
Colt Tokyo Inzai Data Centre
Colt Tokyo Inzai Data Centre Two
Colt Tokyo Otemachi Data Centre

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Colt Data Centre Services

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Colt Data Centre Services

In today's world, great businesses must be secure, resilient, scalable and above all - connected.

At Colt Data Centre Services this is our business. Colt Data Centre Services offers flexible and affordable colocation and IT infrastructure solutions. Our connectivity and colocation solutions allow our customers freedom to plan effectively for the growth of their business, knowing that their data centre strategy is future-proof.

We operate 24 state-of-the-art data centres across Europe and Asia Pacific, offering 24/7 security and local language support. We are connected to a further 530+ third party data centres across our network and are able to offer private links into the major public cloud providers.

As the only data centre provider in the world to secure the highest M&O certification by the Uptime Institute, our operational standards are recognised as industry-leading.

Colt Data Centre Services has over 20 years' experience in designing, building and operating energy-efficient, reliable data centres - hosting significant financial, media, corporate and cloud wholesale providers across the world.

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