



Leading European Developer of Secure Smart Content Distribution Platforms

e-BO Enterprises uses Colt DCS rack space, connectivity and support services to help companies build scalable, reliable networks

“With a strong relationship to build upon, Colt DCS has supported our needs with its IT services expertise, truly setting them apart from other providers. Our customers entrust us with critical data, and by relying on Colt DCS technology, we know that we can sleep easy at night without concern for disruption to the infrastructure. It also provides a powerful, holistic platform to build scalable, high-performance IT solutions. We are delighted to partner with Colt DCS to fuel future growth around the globe.”

Christophe Dhaene

C.E.O., e-BO Enterprises





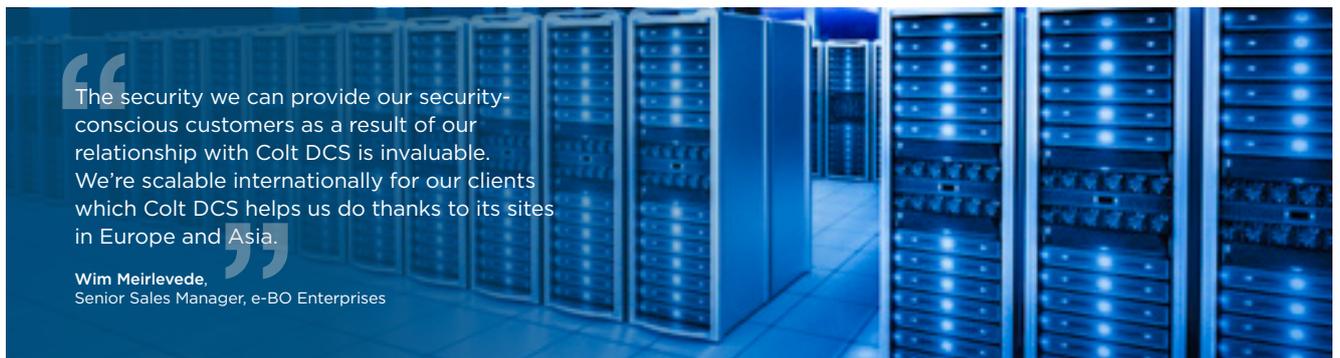
e-BO Enterprises is a company on a mission. The Belgian firm is expanding abroad due to customer demand for its content distribution platforms as well as its infrastructure and security services. e-BO needs to help the multinational companies operating in the European capital that it typically serves expand to other countries on the continent.

Its customers want access to telecommunications backbones in countries, such as France, Denmark, Sweden, Germany, for operational purposes, which means it needs to enable organisations by procuring leased lines and infrastructure.

That's where Colt DCS data centres comes in.

Thanks to its relationship with Colt DCS, which began in 2010, e-BO hasn't had to fret. The energy-efficient facilities of Colt DCS and ISO certifications have helped e-BO secure agreements to provide platforms for the secure distribution of content from large public and private sector organisations.

Value-added services like the **Remote Hands** subscription service, that gives customers access to local experts based in Colt DCS facilities across Europe and Asia 24/7, 365 days a year, also help e-BO Enterprises make the changes it needs from afar. Overall, the flexibility of staff and the superior service delivered make Colt DCS a recommended partner of e-BO.



e-BO's mission is to build internal, scalable, reliable corporate networks for enterprises. To do so, it needs access to internet backbones across Europe.

Typically, the secure content distribution provider has sold its wares to multinational companies operating in its home country of Belgium where telecommunications backbones are readily accessible. However, its addressable market is expanding due to customer demand for collaboration, centralisation and standardisation. e-BO is growing internationally to accommodate customer needs.

For example, e-BO will expand operations to Italy, Spain, Malta, Norway followed by India and New Zealand as demand warrants.

e-BO is able to expand to other countries more quickly as the need to expand networks arises. It's able to do so quicker than it has in past as the company doesn't need to invest in backbone infrastructure thanks to virtual technology.

“It matters less where the headquarters are located now”, noted Meirlevede.

Currently, e-BO maintains a telecommunications backbone and networks in the U.K., Belgium, France, Germany, The Netherlands, Spain, Sweden and Denmark.

To meet demand in countries where e-BO wants to offer service, the company needs to bring customers online faster with the help of Colt DCS.

“We can't wait two or three months before something is delivered,” said Meirlevede. *“From a network perspective, we are renegotiating with suppliers. In future, e-BO wants to have the option to order rack space in data centres with just a few clicks. We should be able to order infrastructure very quickly,”* he noted.

Solution

e-BO Enterprises can be proactive with customers by scaling up or down, offering total managed services from a central control point, and a stable, reliable infrastructure at a very competitive price.

The energy-efficient facilities of Colt DCS and ISO certification have also helped e-BO procure agreements to provide platforms for the secure distribution of content for various large public and private sector projects.

Prison networks, for example, require centralised content, secure

traffic for telecommunications lines, and more recently, the ability for enhanced CCTV and de-droning services. Similarly, fire services can use mobile equipment to consult local planning on dangerous or flammable materials while travelling to the destination, enabling them to coordinate requirements in a timely manner. Police forces can also use mobile services to issue and record penalties while serving the public.

The relationship has evolved as the needs of e-BO Enterprises have changed. Colt DCS has been able to

seamlessly accommodate the needs of the company as space and connectivity requirements have changed over the years thanks to its flexible staff and diverse estate.

The continuity of Colt DCS service is made possible thanks to the good work upfront by the data centre operator's staff.

Value-added services, such as **Remote Hands** support, have proven useful too.

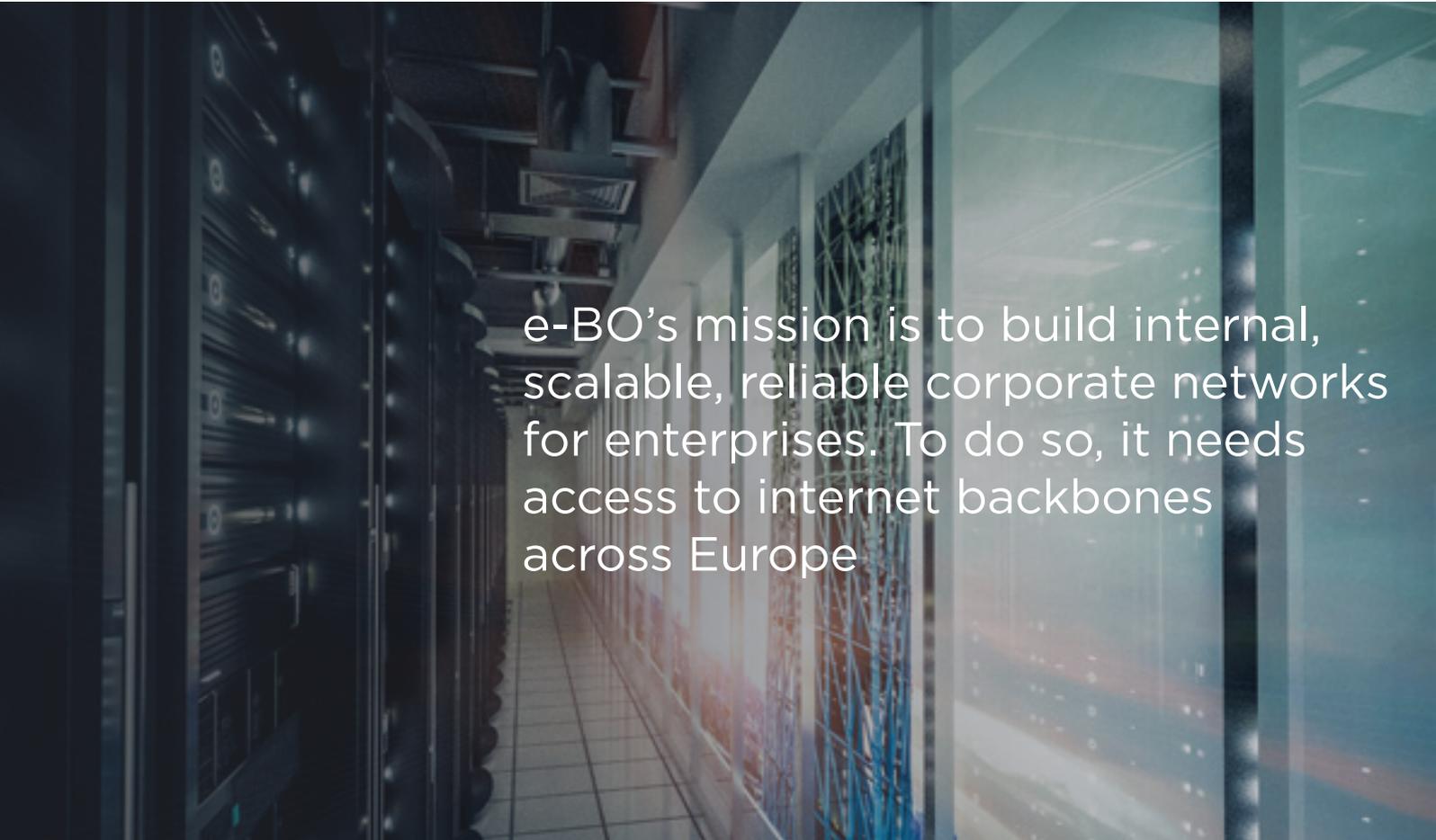
Why would you recommend Colt DCS?

There are many reasons to choose Colt DCS. In the case of e-BO, the balance Colt DCS strikes between quality of service and cost is most important to the company and its customers. The combination is evident in the security and design of the facilities, the reliability and availability of the service in addition

to the scalability of Colt DCS operations. The company's representatives also provide a superior level of service that set it apart from the competition.

"Colt DCS has supported us well over the course of our partnership," Meirlevede noted.

It's not hard for e-BO to see the parties collaborating in other countries as the need becomes apparent. *"Whether it's uptime or actual sites, Colt DCS has already taken the kind of measures necessary to be better. They already have everything in place (for additional collaboration),"* Meirlevede added.



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Founded in 2000, e-BO Enterprises develops smart content distribution platforms and delivers network operation services, secure cloud computing solutions and network infrastructure. e-BO aims to deliver any content to any device in a secured way.

e-BO Enterprises focuses on user-centric design to innovate. The company has a highly qualified

engineering team and an experienced customer service department with a fundamental knowledge of network design and -architecture, advanced security, remote control, virtualisation and data centre automation.

Headquarters:

Brussels, Belgium

www.ebo-enterprises.com



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24
markets

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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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Accreditations

ISO 27001

ISO 14001

