



Leading European provider of digital and cloud-based solutions

Gruppo Zenit uses Colt DCS rack space and connectivity to drive the digital performance of Italian businesses.

“Colt DCS consistently supports us with superior customer service, best-in-class infrastructure and IT services expertise, which differentiates the company from other providers. We have confidence in the service Colt DCS provides. The company’s data centres are ideal for our scalable, high-performance cloud services delivery platform. We are delighted to partner with Colt DCS to drive the digital performance of our customers.”

Giuseppe Barbera
C.E.O., Gruppo Zenit

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Gruppo e-Zenit is helping shape the future of Italian business. The company, which counts some of the country's largest enterprises as customers, is doing so by enabling digital transformation initiatives with its private cloud infrastructure and delivery platform.

That may seem like a tall task for a relatively small company based in Novara, Italy, at first glance. But Gruppo Zenit has the experience, resources and wherewithal to prepare businesses for the future with their trusted cloud platform.

Gruppo Zenit has to ensure the solutions it provides are reliable considering the importance of cloud services to the enterprises and service providers it calls

customers. The solution provider counts on partners, namely Colt DCS, to enable the solutions it recommends and creates for its many prominent enterprises it counts as clients.

Thanks to Colt DCS and its modern data centres located in Milan and Turin, Gruppo Zenit knows its customers don't have to worry about the future and their expansion plans.

Besides the ultra-reliable infrastructure provided by Colt DCS, Gruppo Zenit values many aspects of its relationship with the data centre operator.

The flexibility of staff and the superior customer service delivered make Colt DCS an integral part of the digital transformation process in addition to Gruppo Zenit.



Gruppo Zenit's goal is to help companies adopt emerging technologies that underpin their business strategies. Gruppo Zenit does so by offering access to cloud infrastructure and hosted cloud services on networks to some of the largest companies based in Italy that are maintained in data centres owned and operated by Colt DCS.

Demand for its services are growing as digital transformation and cloud services become higher strategic priorities for Italian enterprises.

Gruppo Zenit aims to offer high-quality outsourced services to help companies reduce costs. The I.T. managers of businesses it calls customers also need to ensure the enterprises they represent have access to data centres that offer 'extremely high security and service-level availability.'

That makes access to robust, resilient and easily accessible data centres a necessity to ensure the needs of large enterprises it serves can be met.

To do so, the solution provider needs a relationship with a data centre provider that can form the foundation of digital strategies for its customers that have lofty goals and ambitions.

In future, the solution provider hopes to bring customers online faster with the help of Colt DCS.

As part of that process, Gruppo Zenit wants to take more contiguous racks in Colt DCS data centres as the needs of its customers evolve.

Solution

To meet the needs of enterprises, Gruppo Zenit provides managed hosting solutions with the equipment it hosts in 10 racks at Colt DCS data centres.

Customers of Gruppo Zenit uses the cloud infrastructure to cut costs and access cloud services. They can reduce expenditures by replacing the physical servers that are sometimes used to host applications with virtual machines.

I.T. managers and purchasing departments of large Italian enterprises host cloud applications on Gruppo Zenit infrastructure to take advantage of the high availability and additional flexibility that comes with the solution.

The flexibility and customer orientation of Colt DCS allows the solution provider's customers to keep up with technological advances too.

Gruppo Zenit believes the data centres of Colt DCS are excellent springboards from where it can launch its customers digital delivery initiatives. This is so for a few reasons.

First and foremost, the energy efficiency and ISO certifications of the data centres, for example, are valued by the solution provider and its customers. Also, the storage facilities are of great use given that Gruppo Zenit officials need to



replace the hardware in Colt DCS data centres at certain intervals.

Furthermore, the proximity of the Milan and Turin sites are ideal for Gruppo Zenit employees to access which they need to do on occasions. Alessandro Sartu, an enterprise account manager with Gruppo Zenit, says the data centres are easily reachable by car or by public transport, which isn't common in Milan.

Finally, the quality of Colt DCS account management and availability of service personnel are 'incredible' noted Sartu. **'Any time I need something, Colt DCS operations and account management staff are reachable.'**

Why would you recommend Colt DCS?

The balance Colt DCS strikes between quality of service and cost equate to a competitive advantage

for the data centre provider. This advantage is evident in the security and design of the facilities, the reliability and availability of the service in addition to the scalability of operations.

The customer-centricity of Colt DCS staff also set it apart from the competition.

As a result, Gruppo Zenit is excited about the prospects for collaboration with Colt DCS in future.

Sartu expects the solution provider to take more space in Colt DCS facilities as the ambitions and needs of Italian enterprises grow over the coming years.

Colt DCS has already taken the kind of measures to accommodate the additional demand which gives him confidence the parties will work together successfully.



“The relationships we've built with Colt DCS staff over the years reflect the consistent level of quality of service provided by the company's staff. It's a privilege to work with a data centre provider that has great facilities and also delivers a high level of service.”

Alessandro Sartu
Enterprise Account Manager, Gruppo Zenit.

Founded in 1993, Gruppo Zenit helps companies implement and use new technologies that enable business and strategic decisions on the I.T. infrastructure.

The company collaborates closely with customers to raise their competitiveness with the help of digital solutions. Gruppo Zenit does so with a variety of equipment and methods such as digital marketing strategies and networking equipment. Customised software solutions are also offered as are outsourced solutions.

Headquarters: Novara, Italy

www.gruppozenit.com



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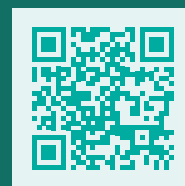
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In today's world, great businesses must be secure, resilient, scalable and above all - connected.

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

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