

Nominee: NaviSite Europe

Nomination title: The NaviSite Difference: Revolutionising the way small businesses and enterprises work

What are your product's / solution's key distinguishing features and/or USP?

NaviSite Europe, a wholly owned subsidiary of NaviSite, Inc., a Time Warner Cable Company, provides enterprise-class, cloud-enabled hosting, managed applications and services around the world.

Each of NaviSite's products has been developed with flexibility and scalability in mind to service a wide range of customers and their unique needs. From those looking for a simple data storage at a secure, resilient data centre to those requiring full application and disaster recovery facilities, each solution is customisable and can be tailored to suit the requirements of the business today, and tomorrow as the business evolves. With the range of cloud services on offer from NaviSite, the company only charges customers for the resources they've actually consumed, (bandwidth, memory, storage and VMs), versus other cloud providers that charge for resources requested, irrespective of whether they are used.

Whether it's a start-up or a business ready for global expansion, customers are able to amend or tailor their solution as their business demands change. With the range of services on offer, NaviSite can translate changes in business operations to technical requirements, test new ways of working with the client and help the customer to implement the right solution to meet these requirements. Working closely with the customer, NaviSite's Solution Architects are on hand to tailor each solution to the business' needs. NaviSite empowers Internal IT with the resources it needs to streamline operations and to enhance its influence.

For organisations who are looking for the flexibility to work from anywhere, NaviSite's Desktop-as-a-Service (DaaS) solution offers an easily deployable alternative to the traditional corporate desktop environment by providing an enterprise-class virtual desktop experience in the Cloud, which can be accessed via any device from any location – all without the upfront cost and complexity of traditional desktop computing.

Users can access all of their files, data and applications regardless if they are in the office, or on the road, as everything runs from a server in NaviSite's secure state-of-the-art data centre. As a result, applications can be accessed from wherever users need to work without the hardware limitations of the device they need to access it from.

What tangible impact has your product/solution had on the market and your customers?

Recently, NaviSite partnered with PMGC to deliver DaaS technology to power PMGC's SmartDesk virtual working environment. By leveraging NaviSite's DaaS solution, PMGC's SmartDesk provides each user with their own Windows hosted desktop environment that can be accessed from almost any device with an Internet connection.

The NaviSite DaaS solution ensures that PMGC can provide a seamless user experience, with end users working across multiple devices. Each user is provided with their own SmartDesk environment, giving them secure access to their files, data and business applications, from any Internet connected device. Users can work from the office, on the road, at home or even when meeting a client, without the business data ever leaving the secure data centre.

With NaviSite's DaaS technology, PMGC can level the playing field for businesses here in the UK.

Usually this type of offering would only normally be available to enterprises, but this partnership allows PMGC to deliver enterprise level services to small and mid-sized businesses, driving them towards modernisation and opening up the benefits of cloud to an increasingly ambitious SMB market.

The SmartDesk provides a fixed monthly, per user, cost for a standardised business PC experience, which allows flexible, secure working whilst reducing business costs incurred from purchasing new hardware and giving the end user access to high powered computing from low powered devices.

The results truly innovate the working landscape for the end user. The result is not only a much more efficient and productive workforce, but a business with endless possibilities for growth.

What are the major differentiators between your product/solution and those of your primary competitors?

NaviSite's DaaS solution ensures asset-security. Because data is centralised within secure, Tier 3 data centres rather than stored on at-risk physical hard drives in the field, it is inherently safer. Secondly, by operating in the Cloud, security and reliability principles are extended to the end users and their devices. Unlike its competitors, NaviSite's DaaS solution offers financial resiliency, as companies only pay for what they use, whilst avoiding costly over provisioning. End users who benefit from the SmartDesk weightless environment enjoy seamless Windows desktop experience, or solely access to critical applications, from any device. This means no learning curve and no impediment to operations, which does not require any extensive retraining of the work force.

When combined with hosted data storage and email solutions, such as Microsoft Office 365, the NaviSite powered SmartDesk can provide a scalable, flexible, resilient and fully hosted business IT infrastructure.

Please supply any supportive quotes and/or case study materials to demonstrate the value of this product/solution to your customers/partners.

"It's important that our customers feel enabled by technology. When we looked at possible suppliers, NaviSite not only demonstrated they had the robust infrastructure we needed, but they went above and beyond to make sure they met all of our goals. We've come to trust them implicitly for delivering the best experience to our customers." - Shazad Boota, Chief Technology Officer for PMGC Technology Group.

"Weightless working has allowed us as employers to tap in to a talent pool regardless of location and personal circumstances." PMGC, Youtube video (https://www.youtube.com/watch?v=Xz3JrsLgK_c&feature=youtu.be&noredirect=1)

Why nominee should win

- NaviSite's DaaS solution provides end users with a fully managed, hosted desktop experience
- Whether it's a start-up or a business ready for global expansion, customers are able to amend or tailor their solution as their business demands change
- NaviSite's cloud technology in conjunction with PMGC's SmartDesk allows UK-based SMBs as well as enterprise businesses to operate more effectively, regardless of location, giving them a choice, for the first time to really change the way they work