Nominee: Datapipe

Nomination title: Client-centric approach and strategic growth at the centre of Datapipe's international success

Datapipe is a leader and innovator in the managed IT services industry with a European presence since 2002. Our London offices are our EMEA headquarters for global footprint of 22 world-class data centers, including five in the Datapipe Europe network (located in Amsterdam, Frankfurt, Moscow, and two in London). These state-of-the-art centers provide Datapipe enterprise clients with global reach, scale, and organisational agility across the European region. As a next-generation managed service provider, we go beyond simple hosting to deliver unprecedented value to our clients. We were the first to offer managed cloud for AWS, among the first with a globally available hosted private cloud platform, and are currently leading the charge as one of the few global MSPs to architect, deploy, and manage multi-cloud hybrid IT solutions. As a matter of fact, four of the world's most trusted brands trust Datapipe with their IT infrastructure.

We take a proactive, client-centric approach to IT by listening to and anticipating the needs of the vast array of enterprises we work with. This philosophy is exemplified by our ability to bring high-demand products to market:

• In 2010 Datapipe became the first to offer a managed service offering for AWS earning recognition as a pioneer in public cloud management by former Forrester analyst and Microsoft Blogger James Staten. Six years later we have built on this offering to include Professional Services specialising in migrating and optimising AWS environments.

• Datapipe Managed Cloud for Azure was one of the first managed public cloud offerings to effectively plan, build and run environments on Microsoft's public cloud for the enterprise. Datapipe's extensive suite of managed services, tools, and experience enable enterprise customers to get running in new, or optimise existing Azure environments quickly, with less overhead, and more predictability.

• Datapipe Automation Services connect enterprises with Datapipe automation experts to perform an audit of IT infrastructures and deploy customised automation solutions that ultimately improve business efficiency, processes, and security.

• Datapipe Access and Audit Control for the Cloud (DAACC) lets enterprise businesses take advantage of managed services while maintaining ownership of their administrator-level credentials. The model offers an enhanced level of security and control through role based access and monitoring, clearly establishing and tracking the accountability and actions of all users. DAACC is seamless and requires no extra steps or oversight after initial deployment. It dramatically reduces the risk of disruption of service or data breach due to unauthorised access or activity of a cloud environment.

In the last two years, Datapipe has grown significantly with three strategic acquisitions:

•   August 2016: Adapt, which expanded Datapipe's European presence and enhanced our ability to deliver a transformative approach to cloud, partnering with enterprises to innovate, optimise, and scale mission-critical and day-to-day IT operations.

•   September 2015: DualSpark, which brought enhanced AWS consulting services to help simplify the experience of moving apps and critical infrastructure to the AWS cloud.

•   January 2015: GoGrid, which helped enhance our expertise in the security, integration and management of multiple cloud platforms, including AWS and our own hosted private cloud, Stratosphere.

Datapipe's growth and evolution has not gone unrecognised by industry influencers. There are few MSPs that have the list of awards and recognitions that Datapipe can lay claim to. Some of the most recent recognition includes:

•   Three International Business Awards for Best Product or Service of the Year, Customer Service Department of the Year, and Company of the Year, recognising the successful expanding our award winning services to Europe and Asia

•   Recognition in CRN Magazine's MSP 500 list in the Hosting 100 category

•   One of the first to achieve AWS Managed Service Provider Partner status

•   The first to achieve Equinix Platinum Level Partner status

•   A recognised Leader in Garner Research's Magic Quadrant for Cloud-Enabled Managed Hosting

•   21 Stevies Awards, including 13 in recognition of our exemplary customer service and one in the Technical Innovation of the Year category for our development of the Datapipe Access and Audit Control for the Cloud (DAACC), a security service specifically focused on protecting and safeguarding an enterprise's virtual infrastructure

Why should Datapipe be company of the year? As exemplified by the above, you would be hard pressed to find a managed service provider who does more to strategically position itself for growth in a rapidly consolidating and changing market. We have a long history of delivering value through innovation, which can be seen in the ground-breaking products and forward looking services we continue to develop and the long list of accolades from customers, peers, and industry analysts.

Why nominee should win

•   **2016 International Business Awards recognition for Best Product or Service of the Year, Customer Service Department of the Year, and Company of the Year**

•   **Four of the world's most trusted brands trust Datapipe with their IT infrastructure**

•   **Datapipe acquired Adapt to expand its ability to deliver a transformative approach to cloud to European clients in to order to innovate, optimise, and scale mission-critical and day-to-day IT operations**

•   **Datapipe acquired GoGrid and became an industry lead in multi-cloud solutions for big data deployments**

•   **Acquired AWS automation expert DualSpark to simplify the experience of moving apps and critical infrastructure to the AWS cloud**