



# VIRTUS

Data Centres

Accesspoint Technologies



# ACCESSPOINT TECHNOLOGIES

Accesspoint is a specialist provider of Legal IT, focusing on supplying high quality support services and innovative IT solutions to the legal sector. Accesspoint offers consultation and solutions such as support for back up, storage and disaster recovery for some of the most complex infrastructures.

## Business Challenge:

Due to the nature of their business, Accesspoint required 100% service availability and high security standards from their data centre provider. Initially, Accesspoint sought a disaster recovery solution to support their primary data centre in the Docklands. However, due to a series of significant service outages, Accesspoint decided to deploy VIRTUS' LONDON1 as its primary flagship facility, a migration which required a complex shift of circuits.

Accesspoint needed their flagship facility to be a highly secure environment whilst remaining accessible 24/7/365 from their East London offices. As a rapidly growing business, Accesspoint required a scalable solution that would allow them to grow contiguously at a commercially competitive cost.

## The VIRTUS Solution:

VIRTUS' LONDON1 data centre met all of Accesspoint's requirements including their initial requirement for a disaster recovery solution. However, the flexibility inherent in VIRTUS' colocation agreements ensured Accesspoint's changing colocation requirements were easily met and VIRTUS carried out the complex migration of Accesspoint's primary operations to LONDON1 with ITIL accredited support. To ensure minimum down time, VIRTUS provided Accesspoint with a rent-free parallel running period at LONDON1, enabling them to run both LONDON1 and their data centre in the Docklands simultaneously during the transition. This solution gave Accesspoint sufficient time to deliver successful deployment whilst keeping their costs down.

VIRTUS' LONDON1 data centre is designed to a Tier 3 specification and benefits from high availability and multiple connectivity routes, offering Accesspoint high resilience and a choice of connectivity providers. The site is highly secure with a 24/7/365 on-site security team and a full authentication and access policy control, as per Accesspoint's requirements. LONDON1 is easily accessible from Accesspoint's East London offices, in London Zone 5. The commercially competitive contract provided by VIRTUS gives Accesspoint the flexibility to grow contiguously without needing to reserve space with commitment, reducing their overall Total Cost of Service (TCS).

## Benefits:

By deploying their primary operations with VIRTUS, Accesspoint is benefitting from a flexible and cost effective solution to support their future growth. As an ISO accredited facility, Accesspoint has guaranteed 100% uptime with high quality facilities, enabling the company to supply high quality support services and innovative IT solutions to their legal clients. With the ability to show their clients around LONDON1, Accesspoint can now further expand their business offering.

*"To service significant growth and operational demands, we had a requirement for a cost effective, ISO approved N+1 data centre solution within the M25. After extensive research we discovered VIRTUS who were offering a relatively new facility that could house our future growth and offer outstanding value for money. Both the underlying infrastructure supporting the data centre and the level of care and interest shown by VIRTUS blew us away. VIRTUS understood our immediate requirements and offered us a solution to assist us in reaching our long-term goals. A great deal was achieved in a short space of time and VIRTUS were very helpful in assisting with data hall provisioning and even assistance in recommending ISP providers. Accesspoint has now been housed in VIRTUS with their 'state of the art' Legal DC for several months and are enjoying the immense benefits of hosting their services from one of London's most impressive data centres."*

**Victor Van Der Poel – Technical Director, Accesspoint Technologies**

## VIRTUS Data Centres

Kent House, 14–17 Market Place,  
London, W1W 8AJ

T +44 (0)20 7499 1300 | [info@virtusdcs.com](mailto:info@virtusdcs.com)  
[info@virtusdcs.com](mailto:info@virtusdcs.com) | [@VirtusDCs](https://www.virtusdatacentres.com)  
[www.virtusdatacentres.com](https://www.virtusdatacentres.com)

**VIRTUS**  
Data Centres