



# Your Data Centre provider



**VIRTUS**  
Data Centres

# Agile Efficient - Connected

## About VIRTUS

VIRTUS Data Centres, the UK's fastest growing data centre provider, owns, designs, builds and operates the country's most efficient and flexible data centres. VIRTUS leads the industry with award winning innovation in hyper efficient, ultra-high density and highly interconnected facilities.

Located in and around London's metro, VIRTUS offers the best of traditional retail and wholesale colocation models, combining dedicated support and complementary ecosystems with low cost, scalable and custom solutions, in uniquely flexible and customer friendly packages. Customers also benefit from Tier III certified, ultra-secure facilities, that provide 100 per cent uptime; protecting and connecting data, applications, networks and clouds within VIRTUS Data Centres and the global digital economy.

## The company

VIRTUS is a well-capitalised and financially robust private data centre owner-operator. The company is supported and funded by a high profile equity fund with committed equity of VIRTUS' senior management team, who are shareholders in the business.

VIRTUS is a recognised leader in quality, flexibility and connectivity, and combines this with the skills to fit-out or build innovation world class data centres. We are low risk, credible, with fully committed financial backers and blue chip clients.

## VIRTUS at a glance

- › Lowest Total Cost of Service
- › Limitless Connectivity
- › Service Excellence
- › Quality Credentials
- › Hyper Efficiency
- › Intelligent Design
- › Agile Commercials
- › Optimised Locations
- › Enhanced Security
- › A safe pair of hands

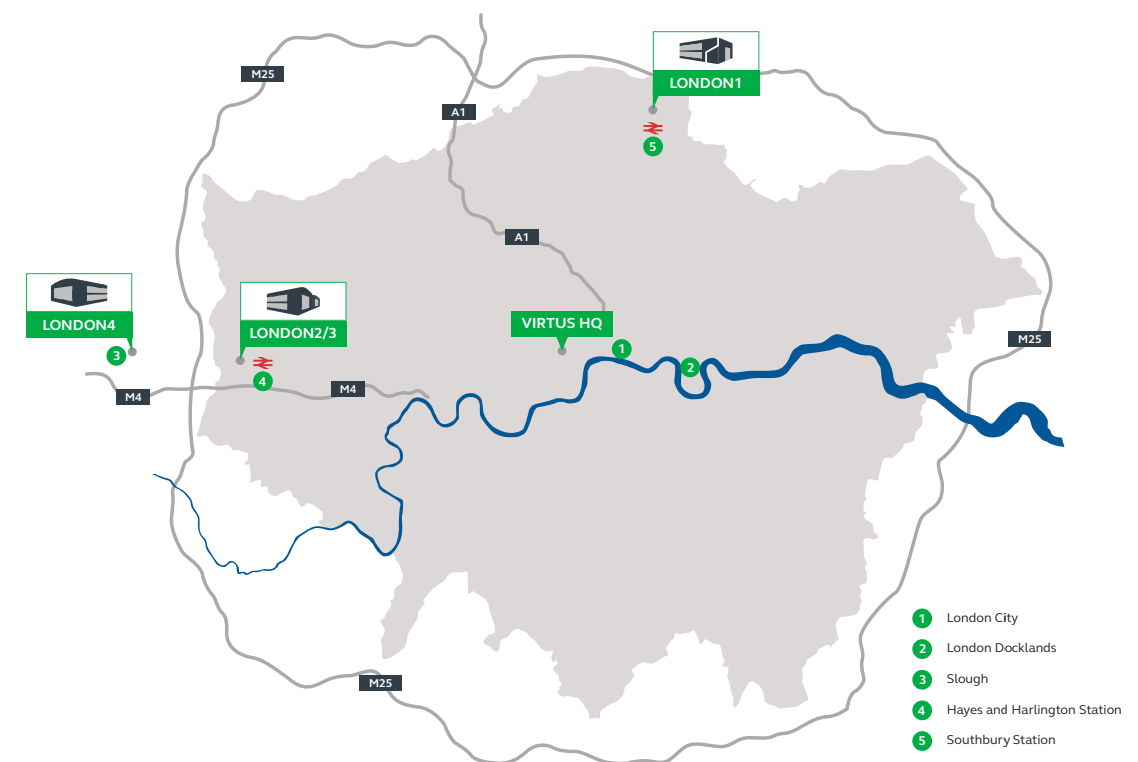




## Locations

VIRTUS' data centres are all located within London's 'Goldilocks Zone'. Close enough to both London City and other London data centre ecosystems to allow for mission critical data replication services, but far enough from both to satisfy physical disaster recovery requirements. All the data centres are located in and around the M25, in London's Zone 5, providing easy access from Central London, the rest of the UK and globally.

These optimised locations provide unparalleled connectivity and low, submillisecond latency to major Points of Presence (PoPs). With an extensive portfolio of national and international providers and services, VIRTUS' customers have access to a wide range of connectivity solutions to meet their business requirements.



### Better connected

VIRTUS' data centres have excellent communication, Public Transport and airport links. All of VIRTUS' London sites provide purpose-built, highly specified data centre space with meeting and office space, and offer a full range of colocation, interconnection, support and monitoring services.



# Better by design

By colocating your IT infrastructure in a VIRTUS data centres, customers can reduce their operational and capital costs of IT, while improving cloud application performance and delivery of data to users, consumers and customers. VIRTUS' data centres provide connectivity at low latency to the world's leading networks, customer and partner ecosystems.

*“VIRTUS are one of the most innovative data centre providers around these days.”*

– 451 Group

## Quality Credentials

Uptime Institute Tier III certified

BREEAM Excellent

ISO 14001:2004 – Environmental Management

ISO 50001:2011 – Energy Management

ISO 9001:2008 – Quality Management

ISO 27001:2013 – Information Security Management

## Capacity and Growth

We provide clean, modern, uncluttered technical space with ample capacity to grow, access to off street parking, storage, meeting rooms, and break out areas. Combined with our ever expanding footprint, VIRTUS is a long term partner for all of your IT requirements.

## Ultra High Density

Increased demand for efficiency, lower cost and lower environmental impact, has led to High Density Computing (HDC) forming a crucial element of IT operations. VIRTUS' data centres are uniquely built for Ultra-High Density deployments in excess of 40kW per rack.

VIRTUS' Ultra High Density gives customers the ability to run high performance computing, enabling them to consolidate IT infrastructure, reduce their overall data centre footprint requirements, increase the efficiency of their computing capability while optimising the cost of their deployment.



# Hyper efficiency

VIRTUS' power and cooling capabilities lead the industry in terms of efficiency, resilience and availability – and that's not just good for the planet, but good for our customers' balance sheets.

With an industry leading PUE of less than 1.2, VIRTUS already builds to BREEAM excellent standards and will continue to improve its design and construction methods deploying state of the art technologies like Indirect Evaporative Cooling (IEC) and efficiency-optimised Uninterruptible Power Supplies to operate its facilities sustainably. Mechanical and Electrical (M&E) plant is modular, allowing VIRTUS to adjust output in line with load demand. This means both lower carbon emissions and lower operating costs: better for the planet and better for business.

Flexible power densities mean that customers can use the very latest server technologies and low cost power efficient cores in their clouds or grid farms, getting the highest density per rack. Flexible density power and cooling enables the deployment of ultra-high density racks alongside low density racks in the same cage or suite.



# Intelligent colocation

VIRTUS offers a wide range of flexible colocation solutions to meet your power and space requirements. Designed to have maximum flexibility with total visibility, VIRTUS understand the changing requirements of colocation consumers. With rapid growth that is sometimes unpredictable, enterprises need full visibility with maximum flexibility. The VIRTUS Portfolio gives customers simple bespoke colocation solutions to suit their individual needs.

## Rack

Best suited to customers with a small number of racks that can be accommodated within a shared hall environment. Ideal for customers who need to keep their installation and configuration costs to a minimum.

## Cage

Customers with mid to large size requirements who want additional installation or configuration options, can be deployed in a caged environment within a shared data hall and still benefit from minimised cost of installation.

## Suite

Customers with larger deployments or with a need to configure their data hall to fit specific requirements, will appreciate the flexibility, where they have additional control over their deployment installation, including the option of dedicated plant.

## Agile Commercials

VIRTUS understands that each customer has very different requirements. Our agile solutions offer maximum flexibility with no compromise on value.

## CoLo-On-Demand

Providing colocation services on a day's commitment basis, this commercial option is ideal for customers wanting ultimate flexibility or a short term environment to develop IT innovation before deploying into a production environment.

## Flex

Gives customers the ability to vary their space and power commitment up or down by up to 25% - this can be done in staged increments or in one single change. VIRTUS Flex is best suited to customers with deployments that will grow or shrink over time, where demand is difficult to predict or where an initial period of assessment is needed to analyse ongoing IT needs.

## Enterprise

Requires a minimum commitment of 1 year, it is ideal for customers that have a well understood requirement of their IT needs and who have a predictable commercial structure allowing them the lowest total cost of service.

# Intelligent connectivity

Connectivity has become a deciding factor for customers looking for colocation and this has, in turn, required that providers ensure that they can meet customer needs with as many connected locations as possible.

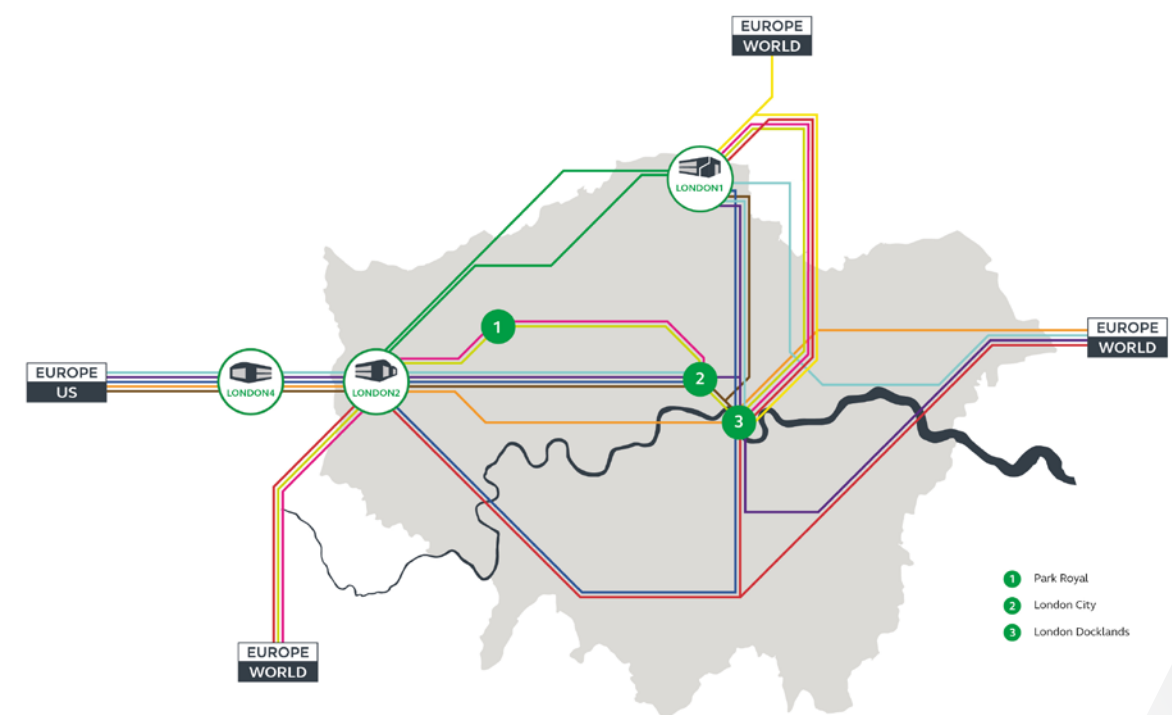
By investing in diverse fiber duct infrastructure, VIRTUS has enabled service providers to easily interconnect to VIRTUS' data centers and pull fiber through from existing routes, minimising additional construction works needed. Resilient and diverse 'meet me rooms' provide space in the data centres where telecommunications companies can physically connect to one another, exchange traffic and easily offer services to VIRTUS' customer base and ensure customers have the widest choice of connectivity:

- › Global Reach
- › High Capacity interconnects to over 250 other data centres
- › Fibre (Dark and Grey), Wavelength, Ethernet, MPLS/VPLS and IP services
- › Interconnection with all major global internet exchanges
- › Low latency, resilient, high bandwidth connectivity options on multiple fibre paths
- › Rack bundled connectivity solutions
- › VIRTUS' data centres are well connected to the top Tier 1 and Tier 2 carriers and networks worldwide Public and Private Cloud solutions with direct

## Service Provider options and Market Place

Service providers offer a wide range of connectivity solutions for customers to take advantage of and are summarised below:

- › Dark Fibre
- › Grey Fibre/Spectrum
- › Connectivity Wavelengths 1Gb/10Gb/40Gb/100Gb
- › Ethernet from 10mbps plus (Point to Point or Point to Multi Point)
- › IP Transit from 10mbps plus
- › IP VPN
- › DDoS protection
- › CDN
- › Caching Services
- › NaaS
- › VOIP
- › Access to Public Cloud (AWS/MS Azure, etc.)
- › Access to LINX London Internet Exchange
- › Access to all major internet exchanges



# Intelligent customer service

VIRTUS provides bespoke and professional solutions with a personal touch. VIRTUS is your local specialist with a young and dynamic culture, developing personal relationships with all customers, making VIRTUS more responsive to your needs. - **See more at: <http://virtusdatacentres.com/services/customer-services/>**

## Consulting

VIRTUS offers full 'design and build' turnkey solutions including migration of a customer's racks into the VIRTUS data centre having designed and implemented the agreed technical solution.

## Services

Once in the data centre, customers have access to the 24/7/365 Services helpdesk which is the main point of contact for all access requests, deliveries, ordering of services and general enquiries.

## Support

Technical support is offered 24/7 to all customers via VIRTUS Support. Services include a comprehensive range of Level 1 and 2 services which can be pre booked in advance for routine maintenance or at the time for more urgent requests.

## Market Place

VIRTUS actively promotes the creation of ecosystems within the data centre by encouraging all its customers, connectivity providers, and technical partners to join the VIRTUS Market Place. Divided into 4 sectors encompassing Cloud Connect, Connectivity Platform, Bespoke Solutions and Services, Market Place acts as a virtual storefront promoting the participants' unique range of services and solutions.

- The **Connectivity Platform** offers a range of connectivity solutions ranging from dark fibre, wavelengths and Ethernet to private patching services connecting to leading cloud service providers via private networks.
- **Bespoke Solutions and Services** covers a range of products and services from supply of infrastructure and software to technical consulting, migration services and actual technical set up.
- Via **Cloud Connect**, customers can choose a wide range of cloud solutions from the best combination of Platform, Infrastructure, Software and Business Process solutions.
- **Cloud Connect** offers VIRTUS customers access to over 25 Public, Private and Hybrid cloud providers.

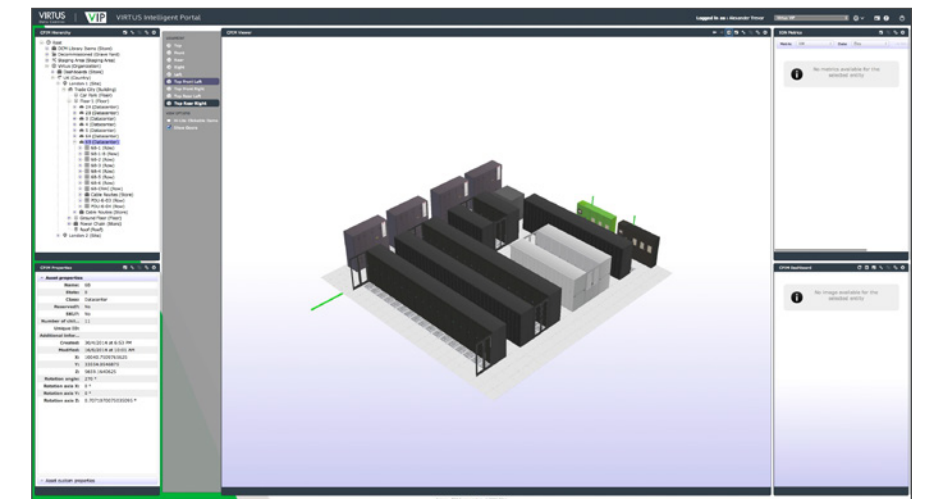


## VIRTUS Intelligent Portal (VIP)

VIRTUS understands the changing requirements of colocation consumers. With rapid growth that is sometimes unpredictable, enterprises need full visibility and maximum flexibility. The VIP integrates and presents real time data for key aspects of a VIRTUS data centre.

A web based interface provides customers with complete transparency and control of their collocated data centre usage. This enables customers to visualise their deployment and manage space, power, cooling and energy efficiency through a single view.

VIRTUS have partnered with TDB Fusion, combining their Federos Unified Service Management platform with iTRACS' award winning Data Centre Infrastructure Management (DCIM) solution. This provides a highly flexible system, which integrates core information from the data centre, giving customers real-time data of the facilities, building management and business IT systems.



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For more information please go to: [www.virtusdatacentres.com](http://www.virtusdatacentres.com)