

Data Electronics delivers first-class storage services

Data Electronics is one of Ireland's leading providers of 24/7 IT outsourcing and managed services. Founded in 1975, it has attained industry-wide recognition for its outstanding service, achieving the rank of first in the Deloitte Technology Fast 50 Awards. Added to this it has ISO 9001:2000 accreditation, in all its processes.

With the increasing shortage of data centre space in Ireland, Data Electronics continues to expand. In 2005 it opened a 14,500 square foot extension to its Kilcarbery Park data centre worth €3 million. The company plans to complement this with an additional 40,000 square foot facility in Blanchardstown this year, a total investment of €25 million.

The Data Electronics facilities in Kilcarbery and in Blanchardstown are Tier IV, which is the highest standard worldwide for a data centre. The company has a strong commitment to investment and has based its growth strategy around expansion and innovative managed services products. In the last two years it has experienced extensive growth, particularly in the area of its managed services capabilities and business.

According to Daniel Tinkiel, chief operations officer with Data Electro-



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nic: "The growth in our managed services is driven by a number of key, proven benefits, including a reduction in operating costs, addressing governance issues such as compliance or reassurance about compliance with regard to regulations and standards, which today are the responsibility of company directors. By outsourcing managed services, client companies also free up key personnel from routine tasks, so they may concentrate on issues more integral to the strategic direction of their own company.

"Clients also benefit greatly in terms of improving security and resiliency, by using the company's Business Continuity products.

A knock-on benefit of this is a reduction in insurance costs, as a result

of better risk management."

Another important factor is speed of change. "A managed services provider, because of their expertise, can adapt and instigate changes very quickly and therefore provide clients with a shorter time to market," said Tinkiel.

Now that a culture of outsourcing is firmly established, Data Electronics is confident that it can maintain its current growth rate. This aspiration is underpinned by the buoyant managed services market, currently growing at a rate of 10 per cent year on year in Ireland.

Data Electronics' customer list includes leading telecoms, technology companies, financial services and construction companies.