PROVIDING A LOCAL IT INFRASTRUCTURE PLATFORM FOR REGIONAL MSPs TO WIN NEW BUSINESS

Overview

Regional Australian Managed Service Providers (MSPs) often encounter significant challenges in trying to solve customer problems when it comes to telecommunications and information technology. Unique geographical circumstances and limited infrastructure in remote areas contribute to the issues along with limited connectivity options, inadequate network capacity, and high latency, hindering regional MSPs abilities to deliver efficient services to their customers.

Additionally, the lack of reliable, secure off premise local data storage facilities poses a significant concern for data-sensitive businesses. However, a regionally located data centre, with a flourishing partner ecosystem, can effectively address these challenges and enable regional Australian MSPs to thrive.

Leading Edge Data Centres Hunter data centre located in Newcastle.

Solution

Leading Edge Data Centres (LEDC) offers a promising solution to the IT infrastructure challenges faced by regional Australian MSPs. By providing an interconnected network of Tier III certified, regionally located Data Centres (DC) across Australia, LEDC serves as a reliable hub for connectivity and IT resources.
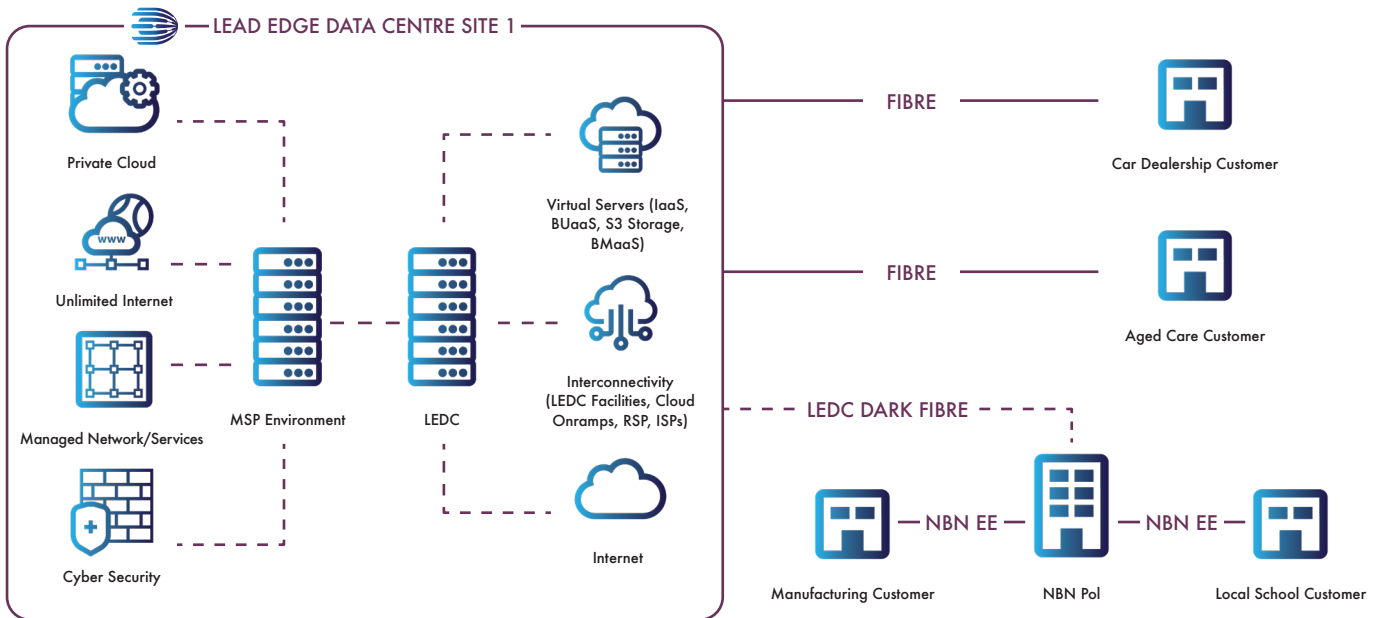
LEDC offers enhanced connectivity options, enabling regional MSPs to access high-speed business grade internet connectivity and advanced telecommunications technologies. This eliminates the constraints posed by limited business grade connectivity options, empowering regional MSPs to provide seamless services to their customers.

LEDC significantly reduces latency by strategically positioning interconnected data centres closer to regional MSPs operational areas, minimising data transmission delays and ensuring faster response times. This enhanced network performance is vital to deliver real-time services.

Furthermore, LEDC facilities are all ISO27001 certified as a secure and compliant environment for data storage and information security. MSPs can confidently host and manage their customers sensitive data, knowing that it's protected by robust security measures and adheres to relevant standards, enabling MSPs to service industries with stringent data privacy requirements.

LEDCs established partner ecosystem plays a crucial role in overcoming the challenges faced by regional MSPs. The ecosystem includes telecom providers, equipment suppliers, and IT vendors, who collaborate to provide comprehensive solutions tailored to the specific needs of regional businesses. This collaborative approach ensures access to a wide range of resources, expertise, and support, empowering regional MSPs to compete and win new business.

IT Infrastructure Network Example for a Regional Managed Services Provider

Who is Leading Edge Data Centres?

Leading Edge Data Centres is a regional technology company whose vision is to empower regional Australia by providing improved IT infrastructure, connectivity, and cloud services that enable regional businesses to compete and grow.

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