

“The data centre business is very competitive. So we need a quality product, great service and the best connections available.”

Brett Herkt – CEO, Maxnet

Data Centre needs a big, fast pipe and a highly responsive partner



If you're an Internet Data Centre, it's obligatory to have a point of difference if you want to succeed. And for Maxnet, it's reliability, and this is provided by VectorFibre's fibre-optic network.

The challenge

“There is no point having this uptime capability if connectivity into the data centre is not equal to the task.”

Wayne Voss – Marketing
and Product Manager, Maxnet

Maxnet has built its entire network, systems, server hosting and connectivity infrastructure to meet the needs of customers for whom downtime is not an option. Downtime can potentially cost some of Maxnet's mission-critical customers tens of thousands of dollars an hour in lost sales and opportunities. Reliable connectivity is key.

Business need

Responding quickly to potential and existing customers' needs is extremely important. They want answers “now,” so having a business partner able to quickly advise availability options at a particular location is also critical to Maxnet's success.

“The Vector Communications Team is great at responding in a timely fashion.”

Wayne Voss – Marketing and Product Manager, Maxnet

Solution

Maxnet is able to provide its customers with highly reliable site connections because the data centre is on VectorFibre's ring network. The way that VectorFibre's network is built means that if one part of the network is interrupted, VectorFibre can assure connectivity by rapidly re-routing traffic, maintaining business-critical links.

Key results

A high level of circuit reliability sits well in Maxnet's overall product set, which is all about providing high availability solutions to customers and solutions they can depend on.

It's also about a sense of partnership, and responding quickly to service requests to enable a quick turn-around in getting proposals and quotes back to potential customers.

Vector is also playing its part in huge power upgrades taking place at Maxnet's data centre. Being such a large energy user, Maxnet is acting responsibly by working with VectorFibre to implement Green IT initiatives which are dramatically reducing the amount of power draw that would be otherwise required.

Downloads/Links

www.maxnet.co.nz

Why Vector Communications

“For us to be highly responsive, we need a partner with a like-minded attitude. Vector Communications has proven itself over the years.”

Wayne Voss – Marketing and Product Manager, Maxnet

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About Vector Communications

Vector Communications is a fibre-optic network operator owned by Vector. The VectorFibre network covers businesses in Auckland and Wellington, with direct connection to the Southern Cross cable, New Zealand's fibre-optic link to the world. For more information on using a direct fibre connection to help your organisation grow and realise its potential, call Vector Communications on **0800 826 436**, or visit www.vectorfibre.co.nz.