



NEXUM™

Based in Surrey, UK, Nexum Software Limited specialises in revenue and cash flow capital optimisation solutions. Working with a broad portfolio of international clients across a variety of industries, Nexum Software supports them with their billing and payment processes, including direct debits and credit referencing, managing queries and escalations, to ensure cash flow is optimised and customer revenue leakage is reduced. Current clients include South East Water, Peugeot Citroën, Travis Perkins, First Utility and Heineken.

Industry:
Technology

Location:
Surrey, UK

Web:
nexumsoftware.com

Cyberfort has really helped us break down barriers with the large corporates and has convinced them to store their sensitive data outside their own sites.

Jim Stanley
Managing Director, Nexum Software





The Challenge

4 years ago, the recession saw most companies cutting back on IT spend. Nexum Software quickly realised that by offering their software as a Cloud based solution, allowing clients to only pay for what they need when they need it, would be much more manageable in the challenging economic climate, as opposed to a one off, major IT investment.

For Nexum to convince their corporate clients to shift their commercially sensitive data from in-house to an external hosting company, they needed a hosting facility with a superior level of security.

Working with major international organisations with strict regulations, Nexum also needed their data centre service provider to host in the EU, comply with the Data Protection Act as well as having ISO 27001 and PCI DSS compliance.



The Solution

Cyberfort provides an Ultra Secure location to host Nexum's technically sophisticated software solution, integrating their clients' internal billing systems via a secure VPN, to provide real-time updates. The military grade data centre offers the ultimate in digital security, resilience and 24/7/365 availability.

Cyberfort's managed hosting service houses Nexum's customers sensitive data in the UK, including direct debit details and customer account information, fully compliant with the Data Protection Act and meets stringent requirements of their international corporate customers.

Using a secure Private Cloud solution, consistent performance is assured as there is no server contention from other users and Nexum Software are confident of data and service availability. The service is backed by Cyberfort's SLA, supported with a 24/7/365 service desk.

Solutions Provided



- **Ultra Secure private Cloud with dedicated managed infrastructure**
- **Managed web hosting services**
- **24/7/365 dedicated technical and security experts**
- **Military grade secure data centre facilities**



Results

The level of security Cyberfort offers, combined with the right accreditations and superior hosting facilities, has been key to adopting our cloud service - without them it would have been impossible for nexum software to achieve what we have today.

Their service really adds value to ours - in fact, the level of comfort and trust in our relationship with Cyberfort is so high, we never have to worry about them! The Cyberfort team is made up of security conscious and very thorough individuals, a rare breed in the world of data centres, and we really appreciate the honesty and integrity of the people there.

Around 30-35% of our existing clients are currently hosted at Cyberfort. We are so delighted with the service that we will be looking to move 60-65% of our client base to Cyberfort in the near future.

Jim Stanley
Managing Director
Nexum Software



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Business results



- Scalability – Nexum can scale up very quickly at incremental cost in a safe, secure, reliable way
- Cyberfort's ability to offer ISO 27001 and PCI DSS compliant solutions reassures Nexum's client base and enhances their sales pitch
- All data is hosted in the UK
- Dedicated infrastructure removes security risks associated with multi-tenanted public Cloud platforms
- Cyberfort's service enables Nexum's customers to experience a 30-40% reduction in internal IT spend - they no longer require additional IT expertise, to purchase extra hardware or adhere to stringent regulations.