



Discover how an Electrical Wholesaler leveraged Cyberfort ultra secure Colocation and Managed Hosting Services to enable business growth and bolster their security posture.

**Industry:**  
Financial  
Services

**Location:**  
United Kingdom

A leading Electrical Wholesaler offering private equity solutions discovered it was rapidly growing and heavily reliant on data-driven operations. Its own in-house legacy infrastructure, was struggling to keep up with increasing transaction volumes, consistent updates, hardware management and complex compliance requirements.

## The Challenge

Despite several incremental upgrades, the firm's existing on-premise infrastructure was becoming inefficient and costly, and the lack of data centre facilities limited the development of resilient architecture and robust security measures. Additionally, changing regulatory expectations, evolving cyber security threats, and increasing demands for seamless digital experiences put further pressure on the IT team to modernise their data centre and IT infrastructure. The company faced critical challenges in six key areas:

- **Legacy Infrastructure Constraints** – Aging infrastructure lacked scalability, making it difficult to support emerging technologies and changing customer technology demands.
- **Compliance Risks** – Rigorous security and compliance mandates required significant investment in cyber security and monitoring tools. Financial regulations, meant frequent infrastructure updates, audits, and risk management protocols were required, adding to operational complexity.
- **Cyber Security Threats** – The firm faced increasing cyber risks, including potential ransomware attacks and data breaches, requiring cyber security solutions that would be costly and time consuming to implement internally.
- **Operational Cost Pressures** – Rising costs of maintaining in-house infrastructure with critical redundancy capabilities, including networking, power, cooling and staffing were steadily increasing and limiting growth elsewhere.
- **Data Storage Limitations** – The firm's data storage resource was nearing maximum capacity. Building a new platform and upgrading existing infrastructure to overcome the challenges would require substantial capital investment, diverting funds from other critical digital transformation projects.
- **Limited Internal IT Expertise for Large-Scale Infrastructure Modernisation** – While the IT team had expertise in IT they were finding that managing a high-performance platform built on legacy infrastructure was requiring more skills, time and effort at scale to manage, monitor and maintain on daily basis, taking focus away from core business operations.





# The Solution

Given these challenges, the Electrical Wholesaler began evaluating alternatives to their existing IT infrastructure model. Following a robust analysis of continuing in house managed IT Infrastructure services vs outsourcing to a specialised colocation and managed cloud hosting provider, they decided that outsourcing was the right approach for their business.

After a comprehensive evaluation, including in-depth review with their existing ERP partner, they selected Cyberfort as their provider. Cyberfort has developed a solid relationship built on trust over the last 9 years as a colocation service provider to the organisation. This latest expansion of services was introduced after comparison to other service providers and following a Proof-of-Concept trial that demonstrated Cyberfort's expertise to deliver a highly secure, scalable and cost-effective managed service hosted within its multi-tenanted cloud. The collaborative analysis, design and implementation between Cyberfort, the firm and its partner enabled provision of a platform tailored exactly to the needs of the business to deliver performance improvements, operational efficiencies and revenue improvements.

"Moving into Cyberfort 9 years ago as a co-location partner was one of the best decisions we have made as their knowledge, expertise and attentiveness is phenomenal. We've partnered with Cyberfort's team many times over the years to improve and update our Business systems, growing our partnership positively as a result.

Cyberfort's account management and technical teams have worked with us on a wide range of projects, more recently assisting with a migration to their Multi-tenanted cloud platform which will transform how we operate and enable industry accreditations we wouldn't be able to attain otherwise.

As a large and complex Business it is essential to have key suppliers whom are both willing and able to assist in a number of areas and Cyberfort simply hit the mark."

**Electrical Wholesaler**  
IT Director



## Solutions Provided



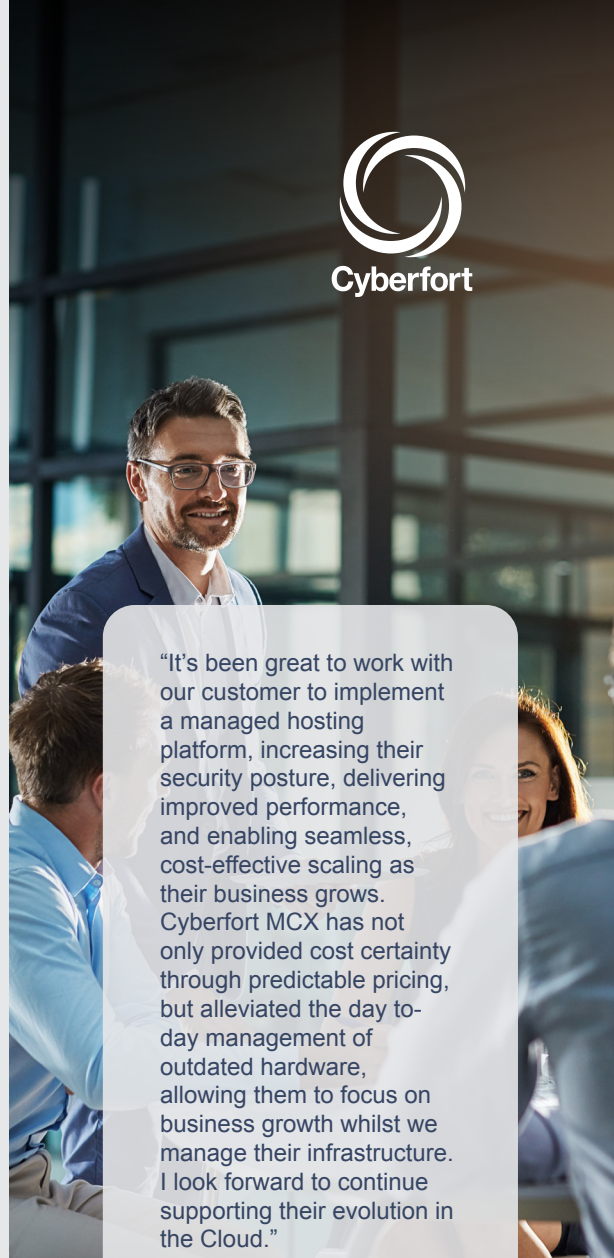
- Cyberfort MCX with ability to scale to meet business demands
- Dedicated Colocation facilities
- Management and implementation of Virtual Data Centre Services
- Ongoing monitoring and management of all operating systems
- Configuration, management and monitoring of all hardware
- Dedicated network bandwidth
- Firewall configuration and security management of data
- Backup and storage for all data stored in Cyberfort data centres

# Business and Technology Outcomes

By working with Cyberfort to design, implement and manage their new IT environment the Electrical Wholesaler was able to recognise several business and technology benefits including:

- **Modernised IT Infrastructure** – Leveraging advanced hyperconverged infrastructure and cloud connectivity, the firm gained access to cutting-edge technologies without large upfront investments.
- **Scalable and High-Performance Data Storage** – As a colocation and cloud provider Cyberfort offered state-of-the-art facilities with high-speed storage solutions, eliminating data bottlenecks and improving system performance.
- **Enhanced Security and Compliance** – The Cyberfort data centres are ultra secure, fully compliant with UK financial services data protection regulations, features 24/7 monitoring, advanced threat detection, and encrypted data transmission.
- **Cost Certainty** – By outsourcing infrastructure management, the firm reduced operational costs associated with power, cooling, and staffing, leading to an estimated 30%+ reduction in IT expenditure over five years. Additionally with increased visibility of platform utilisation, the firm could easily access usage reports and more accurately forecast seasonal demands and changing platform requirements. This resulted in less 'cloud waste' and more efficient resource utilisation to enable their own IT staff to concentrate on other strategic programmes of work.
- **Improved Business Continuity** – The firm have implemented services across both of Cyberfort's ultra secure data centres, to ensure a continuity of service and data integrity in the event of an outage, application failure or cyber incident.

By adopting colocation and cloud services through Cyberfort, the Electrical Wholesaler successfully navigated its performance, infrastructure, security, and cost challenges. This strategic move positioned the firm for long-term digital growth, ensuring a robust and secure IT foundation to support its evolving business needs.



"It's been great to work with our customer to implement a managed hosting platform, increasing their security posture, delivering improved performance, and enabling seamless, cost-effective scaling as their business grows. Cyberfort MCX has not only provided cost certainty through predictable pricing, but alleviated the day-to-day management of outdated hardware, allowing them to focus on business growth whilst we manage their infrastructure. I look forward to continue supporting their evolution in the Cloud."

**Nicole Reader**  
Cloud Solutions  
Architect, Cyberfort



## Business and Technology outcomes



- Cyberfort managed cloud services provided a cost-effective alternative to on-premises expansion.
- Security and compliance concerns were effectively addressed through a specialised provider with NCSC assured services.
- The transition enabled greater operational efficiency, scalability, and resilience.