



People



Partnerships



Systems



Innovation

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Serious about performance, passionate about value

eCentrix

Issue 30

Welcome to eCentrix

eCentrix is Datacentrix' electronic newsletter that provides insight into the company's broad ICT service and solution offerings, our execution capability, as well as company news and current affairs.

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AN INTEGRATED HYBRID IT STRATEGY

Dear valued Client,

Measure your digital transformation by the value it delivers

Companies across all sectors are needing to accelerate innovation to remain competitive within the framework of the digital economy. This requires smart strategies and modernised ecosystems to support the delivery of uninterrupted services that consistently meet customer expectations.

For a company to make progress on their digital journey they need to leverage their data and the services of an ICT partner who they can trust – one who understands their business, aligns with their strategy and builds capability to deliver the right outcomes.

Data is at the heart of the digital transformation conversation. The shift to working remotely has emphasised that companies that are able to access their data quickly and safely from anywhere off any device can conduct their business faster and smarter.

In response, Datacentrix has built a fully customisable hybrid cloud environment according to the best global practices. It touches on every point of the cloud journey and leverages the company's collective expertise across the Technology Solutions, Managed Services and Digital Business Solutions competency areas. The company's strategy has resulted in Datacentrix achieving some of the top certifications with our technology partners, some of which are included in this publication.

The shift to Hybrid IT needs to be a data-first approach, one that responds to the challenges of the digital world. It needs to deliver:

- the ideal datacentre environment;
- a modern transport network;
- identity-driven data access and pervasive security;
- reliable knowledge and intelligence; and
- relevant, real-time business decisions that enable on-going operational efficiencies and consistent customer satisfaction.

Datacentrix has formed a strategic alliance with Teraco to bring scalable services to our clients. We have migrated our own infrastructure into their data centres and have combined our technical expertise and systems integration capabilities, with Teraco's infrastructure power to provide modern infrastructure that:

- is resilient and highly flexible;
- is scalable as network strategies evolve;
- provides fast and secure inter-connectivity;
- connects to hyperscalers effectively; and
- is priced locally making it affordable to businesses in Africa.

Datacentrix can support you on this journey. We understand technology integration, infrastructure monitoring, cybersecurity threat mitigation technologies, data protection, governance and risk frameworks – and drive client business through flexible service levels that suit your needs and budget. We can help you to develop a digitalisation roadmap and address your business priorities to achieve competitive edge and futureproof your business.

We are looking forward to helping you achieve the business of the future.

Regards

Ahmed Mahomed
Datacentrix CEO



TREND

Is your company's head stuck in the cloud?

Technology today probably already includes the cloud, but it's not just about the cloud. So says Jaap Scholten, Head: Group Hybrid IT Strategy at Datacentrix. What is needed is a Hybrid approach for companies to unlock the real business value of their data. "Many older-school businesses moved their servers into the cloud after comparing technologies on a like-for-like basis. Not only are the costs associated with this method prohibitive, but the underlying technologies themselves are vastly different. [Read more >>](#)



Is your business protected all the way to the edge?

Protect, manage and secure connections from anywhere
[>> Read more](#)

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The risk of underestimating cyber threats

Cybercrimes have been on the increase at a global level, with 2020 breaking all previous records for data breaches and cyberattacks. And the African continent has not escaped this unscathed, with South Africa, Kenya and Nigeria seeing the biggest increases in cybercrime locally. South Africa has, in particular, experienced a surge of ransomware incidents more recently. The real fact is that many companies face the fear of data encryption by cyber attackers, who are able to purchase the software, and an instruction guide on how to use it, via the dark web for a paltry amount, as little as R2,000 in some instances. [Read more >>](#)



PARTNER NEWS



Datacentrix takes award as top OpenText value-added reseller for emerging regions

Datacentrix has been named as the winner of OpenText's award for Emerging Market Value-Added Reseller (VAR), beating a number of candidates vying for the title from across Africa, the Middle East, Central Eastern Europe and the Commonwealth of Independent States (CIS). Datacentrix is OpenText's largest partner in Africa and the only Platinum Partner on the continent. Speaking at the recent OpenText Partner Summit 2021 virtual event, Mark Baillie, Regional Vice-President for Channels & Alliances: EMEA at OpenText, explained that the information management firm has a strong partner-centric approach. "From the very top of our organisation, partners are held in high esteem and are considered to be a 'force multiplier'," he said. [Read more >>](#)

Datacentrix named as only South African Tier One Infinidat reseller and services partner

Datacentrix has officially been given the title of South Africa's only Tier One authorised reseller and service partner by global provider of multi-petabyte data storage solutions, Infinidat. According to Graeme Dendy, Services Manager for the Converged Solutions team at Datacentrix, the Infinidat high-performance enterprise solutions are an excellent addition to Datacentrix's storage offering.

"As a company that aims to provide clients with a more cost-effective, on-premises and cloud storage as a service (STaaS) experience, we can certainly attest to the reliability of Infinidat's solutions, having not seen a single outage over the local installed base since our partnership kicked off early last year. [Read more >>](#)



POWERING THE HUMAN CONNECTION

Catering for unpredictable shifts in bandwidth and connectivity >> more



Datacentrix renews Trend Micro Platinum Partner status, retains position as a leading security expert

Datacentrix has secured the level of Platinum Partner with Trend Micro, global leader in cybersecurity solutions, once again. The company was the second local organisation to reach Platinum status initially in 2018.

Says Rudie Raath, who heads up the Security portfolio at Datacentrix: "Datacentrix has worked hard at upholding the required revenue goals, as well as the sales and technical skills to retain the Trend Micro Platinum Partner certification." [Read more >>](#)

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