

# Sentrum Announces Agreement with SunGard Availability Services UK

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London, UK – Sentrum ([www.sentrum.com](http://www.sentrum.com)), a specialist in data centre solutions, has today confirmed that SunGard Availability Services – the pioneer and leading provider of Information Availability and business continuity services – will be taking substantial space in its recently acquired data centre facility in Woking. Initially leasing 25,000 sq ft, the agreement also provides SunGard Availability Services with the option to double its capacity in the future.

As part of a growing business demand to support managed services, SunGard Availability Services executives completed a thorough review of the options available to the business from both third party and self-development perspectives, but when taking into account such variables as investment, location, quality of service, growth and security; Sentrum actually provided the organisation with the most cost effective solution.

“Lack of quality data centre space in London is a pressing business concern for our customers, and it was important for us to address the issue early which is why we took the proactive step to review our options,” commented Dave Gilpin, chief strategy officer at SunGard Availability Services. “This also gave us the added benefit of having the time to make a decision that we knew would suit the SunGard business, and the businesses of our customers, in the long term - which was critical. Sentrum could not only work with us now, but also demonstrated that it could deliver longer term strategic support as well.”

With growth and scalability rising up the IT director’s business agenda, and access and availability of data remaining a high priority, the Sentrum solution offers a truly cost-effective alternative to self-build developments which companies are increasingly turning away from, from a self management perspective, due to the risk of long lead times and potentially spiralling costs.

Gilpin continued: “Business knowledge and expertise is also of paramount importance as we, in turn, manage high service expectations across our customer base and need to be assured that SunGard’s expectations would be supported at the foundation level by all strategic partners. Sentrum met our level of confidence.”

Securing the right facility was important to SunGard in order to help maintain the industry recognition that it has already secured for its approach to data centre strategy ; further endorsed by its recent award for outstanding excellence at the 2008 Business Continuity Awards.

Andy Ruhan, CEO at Sentrum added, “We are delighted to be chosen by SunGard, and are honoured that it was our trusted reputation for providing the highest specification data centres in the market that clinched the deal.”

The Sentrum concept was introduced to address a gap in the market for flexible data centre space and at a time of limited availability, and unstable market conditions, it continues to suit businesses of all sizes.

For further information on Sentrum data centres, please visit: [www.sentrum.com](http://www.sentrum.com)

#### About SunGard Availability Services

SunGard Availability Services is the pioneer and leading provider of Information Availability solutions, helping to ensure that 10,000 customers in North America and Europe have access to their business-critical information systems. With four million square feet of operations space, SunGard offers a complete range of information availability solutions that include professional services, recovery solutions and managed IT solutions. SunGard provides services to support an always-on production environment, as well as over 30 technology platforms to support customers who require a traditional 24-48 hour recovery time frame. SunGard also has technology and systems management services for application and data centre outsourcing, as well as business continuity consulting services and planning software. Visit SunGard Availability Services UK at [www.sungard.co.uk](http://www.sungard.co.uk)

SunGard Availability Services (UK) Limited has been recognised as Service Provider of the Year an unprecedented five times in the Business Continuity Awards' ten-year history, and has been a finalist on all but one occasion: a track record unequalled in the industry. In 2008, SunGard was presented the 10th Anniversary Award for Outstanding Excellence in Business Continuity. SunGard and its customers have also achieved success in the Most Innovative Product, Most Effective Recovery, Industry Personality, Lifetime Achievement and Consultant of the Year categories, amongst others.

#### About SunGard

With annual revenue of \$5 billion, SunGard is a global leader in software and processing solutions for financial services, higher education and the public sector. SunGard also helps information-dependent enterprises of all types to ensure the continuity of their business. SunGard serves more than 25,000 customers in more than 50 countries, including the world's 50 largest financial services companies. Visit SunGard at [www.sungard.com](http://www.sungard.com)

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#### About Sentrum

Founded in 2005, Sentrum specialises in the design, build and management of bespoke data centre solutions for the multinational corporate market. The company has four facilities around London (Camberley, Sutton, Watford & the recently acquired Woking unit) comprising in excess of 1.1 million sq ft of space.

Introduced to address the gap in the marketplace for data centre facilities that could meet corporate requirements of less than 50,000 sq ft, Sentrum is the first data centre operator to offer fully bespoke solutions, with a dedicated plant for every data suite. In addition, because every data suite is bespoke, Sentrum offers clients a practical cost-effective solution that is tailored to meet specific business needs.

The Sentrum team is comprised entirely of data centre and property development professionals. The two principals alone have built out over 3.2 million sq ft of data centre space to date.

Press:

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