

# alwaysON Form Strategic Partnership with Next Connex

Submitted by: Next Connex

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alwaysON, a Microsoft Lync Unified Communications and Managed Network services provider, partners with Next Connex to enhance network connectivity; extending UK reach and capacity to support the growing demand for cloud-based solutions delivered over a private and fully resilient fibre optic network infrastructure.

Reading, UK, October 24 2012: alwaysON Ltd, a Foresight Group company specialising in the delivery of Microsoft Lync Unified Communications and Managed Network services, has today announced that they have entered into a 5 year agreement with Next Connex to leverage their UK-wide fibre optic network infrastructure. Next Connex, a wholesale provider of data centre and internet infrastructure, provide low latency, high capacity connectivity across the UK. This strategic partnership will provide alwaysON with greater capacity and the ability to expand their UK reach, with immediate access to extensive network connectivity and data centre colocation service capabilities (<http://www.nextconnex.com/colocation.aspx>) offered by Next Connex and their strategic partners.

Although alwaysON own and operate their UK based, multi-Gigabit MPLS core network, the relationship formed with Next Connex will enable alwaysON to extend their on-net services. The key market driver is the increasing demand for cloud based (hosted) applications on a regional and geographic basis. James Byles, Managing Director of alwaysON, comments - "We are seeing unprecedented uptake of hosted unified communication solutions, especially in the mid-market commercial sector. We have a unique and compelling market offering, in that we deliver complete managed cloud solutions for our customers. Not only do we provide the hosted application solutions, but also the network infrastructure and connectivity on which they rely. All of which is offered as a fully managed service. Our new partnership with Next Connex will ensure that we have the geographic reach, capacity and resilience to cater for the anticipated growth for these solutions".

Working with alwaysON, Next Connex (<http://www.nextconnex.com>) has delivered a selection of highly resilient data centre locations, complete with a fully resilient and scalable network infrastructure. alwaysON pride themselves on their ability to deliver 'always on' connectivity for their customers. Their new alliance with Next Connex will ensure that this legacy remains true and that growth can be maintained whilst adding new cloud solutions.

Chris Drage, Operations Director of alwaysON (<http://www.alwayson.co.uk>) commented – "Our selection criteria was clear; we needed a company that could offer the strategic fit for our network requirements and one who shared our vision for the future of communication solutions. There is a high degree of synergy between the two companies we both understand the need for and offer agile, rapidly scalable, secure and resilient services".

Richard Auld, Commercial Director of Next Connex added, "We are delighted to be working with alwaysON. Both organisations are dynamic, entrepreneurial and enjoying rapid growth. I therefore believe that we can work effectively together, in order to deliver the reach that alwaysON are seeking. In addition, the flexibility of our partnership with alwaysON means that our services can be readily scaled to address the increasing capacity demands that are anticipated in the future".

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#### About alwaysON

alwaysON Ltd (alwaysON) is a Unified Communications provider specialising in Microsoft Lync solutions, delivered over a private network infrastructure. Formed in 2000, alwaysON has a pedigree in delivering multi-site network solutions to small, medium and large organisations throughout the UK. Today, alwaysON leverage their UK wide network infrastructure to deliver hosted application solutions. In 2012, alwaysON was highly commended at the Comms National Awards in recognition of the innovative application solutions that they design and deploy. Accredited by Microsoft as Gold Unified Communications partner, alwaysON is a trusted partner for any business looking to adopt cloud based communication solutions.

For more information see [www.alwayson.co.uk](http://www.alwayson.co.uk)

#### About Next Connex

Next Connex is a Wholesale provider of Data Centre and Internet Infrastructure including Wide Area Networks, Internet Access and colocation. Next Connex operates an 800Km optical fibre network in the UK providing connectivity to Data Centres at low latency and high capacity.

For more information see [www.nextconnex.com](http://www.nextconnex.com)