

CLIENT SUCCESS STORY

# SaaS providers Technology Blueprint Limited migrate to platformEDGE™ to enhance their service offering







## The need for speed

Service uptime, speed and availability are critical to TBL because its real-estate customers rely on it. As the business grew, they needed a colocation provider who could offer high-speed, ultra-low latency performance to support their service offering growth plans. TBL required 24/7 support, 365 days a year, to ensure SLA improvements and the best possible customer experience.

As a provider of always-on SaaS services, it was crucial that they sourced a colocation provider that could fully support with scheduling maintenance and upgrade activities outside office hours with minimal impact on customer access to services. The business needed fully redundant power supplies and data sovereignty to ensure that all sensitive data was kept in the UK in case the government ever changed data protection regulations.

## Making a move

TBL planned to migrate to a highly resilient centre with 24/7 support and zero unexpected downtime whilst maintaining the highest levels of security during each stage of the migration process to keep data and the application safe, secure, and running seamlessly.

Pulsant worked closely with the team to migrate their services to their integrated, ultra-low-latency Milton Keynes edge data centre (DC), which was crucial as TBL's infrastructure needed to operate over two different DC environments concurrently in an "active/active" formation with minimal delay in the transaction between the two sites for a seamless customer experience.







We knew Pulsant had the stability and expertise we needed — they do this all the time. They took time to communicate with us, so we had no concerns about the move, and we know they've got a wide network of edge data centres if we need to expand. Thanks to their sustainable and hedged energy strategy, we also have the best chance of stable prices into the future.

**ANANT SARASWAT, DEVOPS MANAGER AT TECHNOLOGY BLUEPRINT LIMITED**

## Embracing edge-enabled infrastructure

TBL recognised the benefits of using national, edge-enabled infrastructure computing to deliver high performance and to create a foundation for future, low latency dependant services.

Pulsant's Tier 3 Milton Keynes DC is one of 12 UK-wide, edge-ready DCs that supports financial institutions, emergency services and other organisations that require high availability, support and security to deliver mission-critical services. The Pulsant team is highly experienced in supporting service migrations, ensuring all the correct processes are in place before migration while maintaining data and application security at all times.

## Seamless hardware migration

Migrating hardware from the existing data centre to Pulsant's [Milton Keynes centre](#) gave the business access to a secure, tier 3 data centre with fully redundant power back-up. Pulsant's Milton Keynes edge data centre is built to the highest network connectivity standards with 100 GB, ultra-low latency, multi-carrier redundant network and 24/7 infrastructure monitoring, with security staff on site. Pulsant uses 100 per cent renewable energy, which improves TBL's environmental footprint – and that of its customers.

The migration was made in two phases, during the evening and weekend, to minimise the impact on TBL's customers. The migration was achieved on time and with zero unplanned downtime.

## Performance elevation through platformEDGE™

Pulsant's [Milton Keynes DC](#) provides TBL with faster network access and ample room for the business to grow without worrying about capacity, compute power or bandwidth. The DC can provide services to customers across the UK with minimal latency thanks to Pulsant's national edge network fabric.

Following the migration, the business benefits from Pulsant's competitive power pricing along with fixed and term pricing, which has helped support operational expenditure and predictability.

Since the migration, TBL has only required remote access to hardware, but it benefits from the DC being close to its UK headquarters, should the company ever need in-person access. By working directly with Pulsant's DC facility operators, the business has eliminated commercial and operational exposure often introduced by partnering or resale.

With a fully redundant infrastructure and A+B power supply, TBL can be confident that it can maintain the highest levels of service to customers.



We're so delighted to have enterprise-grade features, better power redundancy and complete peace of mind. Pulsant did a great job of reassuring us that this could be achieved with the lowest possible risk to our services and to our customers. Their support is outstanding, and the team on site could not be more helpful and friendly.

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## Low risk, superior services

A key benefit of collocating with Pulsant is that it 'hedges' its energy purchasing 18 months in advance, which helps customers with predictable monthly costs.

Hedging is purchasing or reserving power capacity in advance to smooth out price rises. With the costs of both powering and cooling compute resources, this can be a sizeable part of total data centre costs.

Pulsant's bespoke DC's offer the best possible design to reduce cooling costs and power expenditure and ensure stable services. TBL are so happy with the results that they are already discussing moving infrastructure from Amsterdam to Pulsant UK DCs.



**Faster, closer,  
and more  
dependable.**

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platformEDGE™ visit  
[pulsant.com/platform-edge](https://pulsant.com/platform-edge)

