

Adding value



Sanghi: delighted

To add value to its offering, Netmagic Solutions Pvt Ltd, an NTT Communications Co has deployed NetApp's SolidFire, a next-generation storage architecture system at five of its data centres in India. While this will support its cloud offerings with automated and scalable guaranteed application performance, the new storage system provides enterprise IT businesses access to agile, scalable, on-demand storage infrastructure that delivers predictable, cost-effective performance in the cloud.

"We are delighted to partner with NetApp that enables our customers to leverage our cloud infrastructure with their high-performance and scalable storage infrastructure," says Sharad Sanghi, managing director & CEO, Netmagic Solutions. "This significantly adds to our value proposition in the market when organisations are demanding IT transformation without operational overheads and silo storage capacity management".

"For NetApp, Netmagic is both a partner and customer and we are deeply committed to this partnership," concurs Anil Valluri, president, NetApp India & SARC. "We believe that storage is the foundation of any cloud solution and our endeavour is to enable our partners monetise their storage offerings quickly. Our SolidFire storage platform simplifies end-user cloud experiences, while reducing internal complexity with its unique QoS and scale-out architecture which helps realise business results faster".

Earlier this year, NTT Com had announced the launch of international data network services in India. The acquisition of this licence in India follows the initiation of construction of the company's two new data centers in Mumbai and Bengaluru, through Netmagic. NTT Com acquired Virtual Network Operator – International Long Distance (VNO-ILD)

network licence in March this year and thus has become the first Japanese ICT provider of this licence in India.

NTT Com has decided to invest more than \$160 million in Netmagic's two new data centres (Mumbai and Bengaluru), which will become operational by April 2018. Netmagic has nine data centres in total. The company's latest data centre in Mumbai, claimed to be the biggest data centre facility in India, is spread over 3,00,000 sq ft space.

"India has been a key strategic market for us with the accelerating shift of IT services from traditional enterprise data centers into the cloud-based services," says Tetsuya Shoji, president & CEO, NTT Com. "For the past few years, our business in India has consistently grown over 35 per cent annually. With further expansion of data centre foot print and addition of international data network services to our service portfolio, we aim to meet the growing market needs for Mobility, e-Commerce, Internet of Things (IoT), Cloud and Big Data".

With nine carrier-neutral, state-of-the-art data centres and serving more than 2,000 enterprises globally, Netmagic is India's leading managed hosting and cloud service provider. Headquartered in Mumbai, Netmagic also delivers Remote Infrastructure Management (RIM) services to various enterprise customers globally including NTT Com's customers across the Americas, Europe and the Asia-Pacific region. The company was the first in India to launch services – cloud computing, managed security, Disaster Recovery-as-a-Service (DRaaS) and Software-Defined Storage. It delivers its services across a wide spectrum of industries including banking & financial services, insurance, e-commerce, healthcare, manufacturing, media & entertainment, IT & ITes, logistics, hospitality, and education.

♦ ARBIND GUPTA

arbind.gupta@businessindiagroup.com

In August 2015, Business India had written about Netmagic expanding its data centre capacity and its focus on value-added services. The company maintains the momentum