

Flexenclosure and Virtutel partner to build up to 20 edge data centres across Australia

4th December 2017 – Stockholm, Sweden and Melbourne, Australia

Swedish designer and manufacturer of prefabricated data centre buildings **Flexenclosure** has entered into a strategic partnership with Australian telecommunications provider **Virtutel**, with the intent to build up to 20 data centres across Australia. The new facilities will be rolled out over the next three years in order to offer colocation and network services in presently underserved areas.

Virtutel through its subsidiary VirtuDC, will deploy the first of these facilities in Albury, New South Wales, followed by more in regional cities across Australia. This is in support of Virtutel's commitment to establishing a mesh of interconnected carrier-neutral data centres covering the country – their strategy being to host IT infrastructure at the edge, thus lowering latency for existing applications and providing a platform for emerging technologies like Internet Of Things (IOT) and autonomous vehicles.

"We selected Flexenclosure for their deep experience in deploying prefabricated data centres in very challenging environments and their flexibility in making sure that the ultimate design was exactly what we wanted," said David Allen, Managing Director, Virtutel. "We are confident that Flexenclosure is the right partner for what is to be a significant rollout of IT infrastructure across Australia."

Flexenclosure's prefabricated **eCentre** data centres are state-of-the-art and they will be custom-designed and **Uptime Institute Tier III** certified. The base design will be standardised for all the new facilities, bringing significant operational efficiency benefits to Virtutel, particularly in the areas of power, cooling, UPS and ongoing management and maintenance. Future expansion will be possible both horizontally and vertically and they will have 'dark site' functionality where required – unmanned and remotely managed from a central network operations centre. Flexenclosure will also be providing ongoing data centre support services to Virtutel.

"We are delighted to establish this strategic partnership with Virtutel and excited to play a role in the execution of their vision for a new network of edge data centres in Australia," said David King, CEO, Flexenclosure. "This also marks our entry into yet another new continent, further expanding our global footprint for our eCentre data centres."



Recently completed award-winning Tigo Business Paraguay eCentre data centre by Flexenclosure

For additional information please contact:

David King
CEO, Flexenclosure
Phone: +46 (510) 427 000
Email: david.king@flexenclosure.com

Manav Khara
Director, Commercial and Operations, Virtutel
Phone: +61 (03) 9999 8800
Email: media@virtutel.com.au

About Flexenclosure:

Flexenclosure provides sustainable Internet infrastructure – designing and manufacturing prefabricated data centres and intelligent power management systems for the ICT industry. The company provides systems that are fully integrated, modular, factory tested for reliability, adaptable to local conditions and quick to install.

eSite x10 is the world's first power system purpose-built for outdoor telecom sites and to outdoor telecom standards. It is a patented, sealed, tamper-proof unit with passive convection cooling, no filters, no moving parts and it requires no maintenance. eSite x10 is the future of telecom site power.

eCentre is a state-of-the art, custom-designed, prefabricated and pre-integrated data centre building that is fast to deploy, energy efficient and fully future proofed. With its flexible and easily expandable white space, eCentre enables highly capital efficient data centre deployments and has been certified up to Tier IV level.

Flexenclosure was founded in 1989. The company is based in Vara, Sweden, headquartered in Stockholm and has additional offices in Malaysia, Mexico, Myanmar, Nigeria and South Africa. Customers include ACS, Airtel, Apollo Towers, IHS Towers, Millicom, MTN, Vodacom and Zain.

www.flexenclosure.com

About Virtutel

Virtutel is a full-service wholesale domestic and international telecommunications provider of private network, Internet, colocation and voice services targeted at business, enterprise and government. Its services are specifically specialised for system integrators, IT consultants and managed service providers by providing them with a complete outsourced and white label wholesale IP MPLS data and voice solution without having to invest in the equipment, staff and knowhow of running such a network.

Virtutel's partners have the ability to bundle or connect to the Virtutel network with their existing cloud or managed services to provide a full value added solution to their customers. Virtutel specialises in B2B and custom solutions, designed to meet the needs of today's ever-changing business environment. The team is made up of telecommunications professionals with over 40 years of networking experience combined, with its team working with some of the largest telecommunications companies within Australia.

The Virtutel network (AS24516) is a global network and the company has the ability to not only provide services into Australia and New Zealand, however further afield into Asia via our Singapore and Hong Kong presence and North America and Europe via its United States presence.

See www.virtutel.com.au