

Data Centre and Work Place Recovery Tender

Client: Land Securities

Industry: property

At a Glance

- 28% - £100k saved
- Scalability structured into the contract
- Costs fixed for 4 years
- 50% discount on services purchased up front

Client Challenge

Land Securities is the largest commercial property company in the UK and the leading British property development and investment company headquartered in Central London.

It owns and manages commercial property, from London offices and high street shops to major shopping centres and out-of-town retail parks.

The company needed a low cost solution for their data centre and work place recovery requirements. They required a reliable, scalable solution, with a seamless transition away from the incumbent provider, in short timescales.

Solution

Turnstone carried out a market assessment and supplier selection process. This incorporated:

- A rapid RFI to shortlist potential providers
- A detailed RFP to gain precise cost and service solutions
- Management of all process points, involving client stakeholders at key decision points
- Negotiation of the final contract

"Turnstone helped us to rapidly assess the marketplace, select a supplier and negotiate contracts to gain best market pricing for our needs whilst assuring a high quality solution"

Wendy Antaw
Head of IT
Land Securities

Outcomes

Cost savings

£100k total savings, including:

- £12k on setup costs, insurance and BCP plan
- £88k on services throughout the term

Commercial benefits

- 50% discount on services purchased up front
- Fixed costs for 4 years – RPI (retail price index) increase if RPI >3% and only on amount >3%
- Reduction of 15% on WPR Seats for a 4-year term
- Reduction of £4K pa on DC cost for a 4-year term
- 4 Test days pa included
- 72 hours "smart hands" pa included
- 20 racks with 4.8KW per rack allowed up to 40kW
- Command Crisis Centre with internet and Sky subscription facility use
- 2 BCP specialist days provided free of charge