



# Gen-i says supply catching demand for private cloud

BY RANDAL JACKSON

Take-up of private cloud datacentre services in New Zealand is heading toward the point of supply equaling demand, says Gen-i CEO Chris Quin.

He was commenting on the recent announcement that Westpac had signed a multi-million dollar datacentre contract with Gen-i after a tender in which the incumbent, IBM, was replaced.

Quin says, however, that outside of the private cloud demand is unknown.

"We're trying to get our customers on to fibre as fast as possible," he says. "The key is to work out with the customers what they'll use fibre for."

"The feedback we are getting is positive. It all starts with collaboration."

Quin says the focus is on business continuity planning and disaster recovery.

"There is an opportunity to connect processes across industry chains. This shows up in business cases generally."

He says the public sector is more

about integration.

Gen-i operates 14 datacentres in New Zealand but it missed out on making the short list for the government's Infrastructure as a Service tender, won by Datacom and Revera with IBM a possible add to the mix, subject to negotiations.

Quin maintains that Gen-i still has a big role to play in the public sector and will be competitive.

"The Government is committed to shared procurement but how it rolls out remains to be seen," he says.

The Westpac contract extends an existing relationship with Gen-i providing ICT services across Westpac's corporate offices, branches and ATMs to include the housing of its IT infrastructure at Gen-i's premier datacentre in Auckland's Airedale Street, which directly connects with Telecom's main telecommunications exchange on the same campus.

Quin says the facility is also generating around \$20 million a year providing some Australian services for trans-tasman customers.

For the year ended June 30, Gen-i reported revenues for hosted infra-

structure services of \$50.86 million. IDC subsequently ranked it number one in the New Zealand market with 31.7 percent market share. Datacom was ranked second with 18.8 percent.

Revera was third with 10.5 percent, and IBM fourth with 8.1 percent.

IDC's definition of hosted infrastructure services is: "Hosting infrastructure services include the management of servers, networking and other infrastructure solutions in a third-party service provider datacentre."

"Hosting infrastructure services encompasses activities related to the provisioning, management and maintenance of the infrastructure that supports businesses' websites and web-enabled applications."

"Hosting infrastructure services include legacy shared web hosting/virtual private server, cloud hosting infrastructure services, dedicated hosting, complex managed hosting, and co-location services."

