DATA EXPRESS – ETHERNET AND MANAGED LEASED LINES

WHOLESALE

Data Express is a cutting edge provider of VPN, cloud and data storage and back up. As a provider of mission critical data traffic, a high quality data transmission solution with permanent, reliable and secure connectivity is essential to its business success.

01 THE CHALLENGE

Data Express aims to be a leader in sub-wholesaling and training services to new and upcoming ISPs, offering a full range of budget and premium services to its customers. It needed a data connectivity and transmission solution for its premium market that was reliable and provided high quality data transmission and connectivity regardless of speed and capacity requirements. All of this needed to be delivered at a competitive cost.

With a view to growing its channel market business, it was also looking to leverage a robust B2B solution to support a new B2B billing and provisioning platform.

02 THE SOLUTION

Telstra Wholesale's Managed Leased Line solution delivered the permanent, reliable and secure connectivity that Data Express was looking for to deliver mission critical voice and data traffic for its customers, as well as point-to-point aggregation between its own network and Telstra's. It provides dedicated and scalable high-capacity bandwidth and gives Data Express the peace of mind that its service is backed up by 24x7 monitoring and the highest level of service assurance possible.

An Ethernet-based data transmission solution now gives Data Express reliable wide-area network connectivity, regardless of speed and capacity requirements, with the ability to scale up to support voice, data and video convergence needs on a unified network. Because it can be tailored to meet growing customer demand, the Ethernet-based solution helps Data Express improve operational efficiencies, decrease time-to-market and build customer loyalty.

03 THE BENEFITS

- Telstra's network gives Data Express national presence with network coverage across Australia and globally to support domestic and international growth.
- As a premium provider, Data Express can have peace of mind that the high performance and reliability of Telstra's network and services ensure a reliable service experience for its customers.
- With Telstra's full suite of data and IP network access products Data Express can consolidate its position as a single solution provider and maintain price competitiveness in the market.
- Telstra's B2B solution gave Data Express the confidence to invest in a new B2B billing and provisioning platform allowing it to enter the sub-wholesaling market.
- The new platform will enable more automation and the ability to customise between their Retail Business initiatives and future Sub-Wholesaling. It will enable them to manage multi customer bases.

"It was clear from the outset that the Telstra Wholesale team understood our business, working with us to develop a solution that aligns with our business strategy.

"The ease with which we could leverage its B2B model gave us the confidence to transform our business and invest in our own B2B platform.

"As a premium solution provider, our solutions and network connectivity need to be of the highest quality and reliability. Scalability is also important so we can continue to be competitive and responsive to market needs as we grow. Telstra's solutions offer all of that and more."

Steve Stavroulis
CEO, Data Express

POWER YOUR BUSINESS INTO THE FUTURE

When you're connected to Telstra Wholesale, Australia's leading wholesale telecommunications provider, you can take full advantage of all the opportunities coming your way.

We offer a great range of solutions across our Data and IP, Broadband and Voice, Mobility, Facilities Access and NBN portfolios. Combined with a robust and resilient network, our products give your customers the level of connectivity, service and reliability they demand.

Whether you run an extensive network or a niche service, you can rely on us to connect all the pieces of the puzzle together and work tirelessly behind the scenes so you can focus on what you do best – looking after your customers.

Discover what's possible with our networks, technology and services powering your business.

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WHOLESALE

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