



Skye Cloud partner with Backbone Connect to provide a superior cloud hosting platform



Colocate in a top tier data centre facility and provide ongoing support



Infrastructure hosted in Level 3 facility with expert management

"I would definitely recommend Backbone Connect. They provided a really attentive level of services for us and we have taken advantage of it. For anyone that is looking for a strategic partner that is going to help them grow and service their customers, I don't think really they can get any better than Backbone Connect."

James Bishop, Director, Skye Cloud

The Challenge

Skye Cloud is a cloud service provider that offers premium cloud hosting solutions to businesses in the UK, Europe and throughout the world. They specialise in working with companies that need a solid IT platform, but don't want to invest in costly hardware..

When Skye Cloud reached out to us, they were looking to launch a range of premium cloud services for the small and medium enterprise markets. They needed a high quality data centre in which to host their infrastructure, which had to offer the highest levels of resilience, security and stability. They also needed access to a powerful network and internet platform to connect their customers and provide the best possible levels of service.

As one of the fastest growing cloud service companies in the UK, Skye Cloud were looking for a partner that could deliver the combined technical aspects of the data centre and network project, plus offer a flexible and responsive approach to service delivery and support.

Due to the nature of their own service offering, Skye Cloud only work with reliable and credible partners. They approached Backbone Connect because of our superior knowledge of the London and South East data centre landscape and because of our tenacious approach and dedication to providing the best support and connectivity.



Increased infrastructure resilience and stability



Guaranteed data centre security



Powerful and high speed connectivity



24/7 service and technical support



Flexible and responsive service delivery



Access to their system through iPhone App

Our Solution

We provided a fully integrated colocation, Wide Area Network and Internet access solution. We handpicked the most appropriate location from our wide selection of data centres: a facility in the heart of London that offers impressive levels of resilience and security, plus access to a wide range of national and international carriers. The entire solution is backed up by a robust set of SLAs to provide an ongoing level of excellent service.

Our team of Prince2 certified experts project managed the whole operation, providing engineering resources and consultancy. We offered technical assistance throughout the implementation process and now provide ongoing support through our team of on-call engineers. With our iPhone App, the team at Skye Cloud now have convenient access to their infrastructure day and night, helping them stay on top of their systems and letting them know that everything is working correctly.



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The Backbone Connect team are very flexible and personable to work with and that enables us to deliver the same to our customers.

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With plans to roll out further services and expand their network of data centres, Skye Cloud have said that Backbone Connect will be critical to any expansion through the UK and into Europe.

“We’ve got the capacity within our private suite to expand, but one of the reason we used Backbone Connect is that they have shown considerable growth over the past few years, ranking in the Deloitte Fast 50 and being a fast growing tech company. That provides us the reassurances we need. They are capable of growing as we do,” says James Bishop, Director, Skye Cloud.

“We have worked for a long time with Backbone Connect so they understand our business and the model and what our clients are looking for. They put together a delivery model that matched ours as we migrated our systems into their private suite. They were incredibly flexible with regards to timing, the support they gave us and pretty much ever since have been really happy to accommodate whatever service level we need.”