

Cloud Services and Renewed Fibre Demand Drives Interoute

Interoute Communications has announced its top line revenues grew to €167 million for the first six months of 2011; a 20% increase over the same period in 2010. A surge in enterprise uptake for Interoute's Cloud-based Unified ICT offering, combined with renewed international demand for pan-European bandwidth services have continued to fuel the company's growth into 2011. EBITDA rose to €29.4m for the first half of the year.

With enterprises looking for increased flexibility from their telecoms and computing infrastructure, Interoute has seen a rise in demand for its advanced communications services, such as telepresence and managed service offerings. At the same time, the continued global rise in internet usage and bandwidth-hungry applications has led to a resurgence in demand from international service providers looking for pan-European capacity. Owing Europe's largest fibre and duct reserve, and acting as the network bridge between Europe, the Middle East, America and into Africa, has enabled Interoute to capitalise on this demand.

Commenting on the results, Gareth Williams, Interoute CEO, said: "While much of the telecoms industry has seen declining revenues, we have experienced accelerated growth as we continue to develop our services proposition. The economics of ICT has been turned on its head and organisations are demanding flexible and cost effective computing and ICT services. Our ownership of Europe's largest private cloud infrastructure allows us to develop and deliver new and advanced managed services more quickly. This approach led to a recent contract to deliver a private cloud network to a top 4 international accountancy firm with sites across Europe and Africa."

Interoute's Unified ICT portfolio comprises computing, connectivity and communications. Its Unified Connectivity offering has proven attractive to organisations looking for a scalable, secure and unconstrained connectivity platform on which they can build their voice, computing and data services. Earlier this year, Gulf Bridge International (GBI) selected Interoute to deliver resilient and diverse access to major European centres in seven countries, as part of its commitment to connect the Gulf nations to one another and the rest of the world using the latest fibre optic technologies.

Interoute added managed video services to its Unified ICT portfolio through the acquisition of Visual Conference Group (VCG) in March 2011, making it the European Union's largest provider of video conferencing services.

Other H1 2011 Highlights include:

- A partnership with Telefónica International Wholesale Services (TIWS) to provide Interoute with routes into trans-Atlantic, USA and Latin America for European

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organisations seeking to connect further afield

- Further cementing its partnership with SEACOM to design and build nine internet access points in East Africa and South Africa to bring higher quality internet into Africa

Interoute's pan-European network links to 100 cities in 29 countries covering the European Union, from London to Warsaw, Stockholm to Sicily and beyond into the emerging economies of south-eastern Europe and Africa. The company's eight data centres and 32 collocation facilities, integrated into Europe's largest network, making Interoute the clear choice to help meet the rising demand for capacity fuelled by video and rich content.

www.interoute.com [1]

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