

There's a cloud that can

Vodafone cloud helps software pioneer Planix step up to a world-class security standard



Vodafone
Power to you



The cloud that can help businesses go global

Sitting across the table from some of the world's largest banks, Planix realised something had to change.

Established in 2011, they'd spent three years rapidly building a reputation for providing sophisticated, cloud-based, big data analytics software with one objective – to help businesses improve critical decision-making with next generation technology. It's the kind of sophisticated that helps banks effortlessly manage intraday liquidity risk in line with complex, compliance-riddled requirements. The kind of sophisticated that helps large, global employers make the most efficient use of massive workforces, amid continually shifting supply and demand.

By 2015, Planix were enjoying the level of success that had several big banks interested

in adopting their real-time intelligence and insight capabilities. Yet even though Planix products and services were second-to-none, it became clear that they needed to address the growing security needs of their customers. While price point and rapid provision had initially been the key factors for customers, the landscape was changing. "Global security was suddenly top of the agenda," says Planix founder and CEO Neville Roberts. "We realised that serious businesses, particularly banks, needed secure cloud solutions to support sensitive international customer transactions or employee data."

“ Global security was suddenly top of the agenda... Serious businesses needed secure cloud solutions. ”

Neville Roberts
CEO, Planix



The cloud that can inspire confidence

As cyber-security and data sovereignty became increasingly important to their clients, Planix realised that secure cloud solutions were increasingly required. "Security is a binary test," adds Neville. "You have to pass. You can't be a shade of grey."

Other factors then came into play. The Planix team acknowledged that their clients' needs were growing more complex and uncompromising – driving the decision to move to a private cloud solution. They needed a provider with a large infrastructure that could offer support and connectivity in multiple markets. And who could tailor solutions around exacting security policies and procedures – while ticking all of those tricky international compliance boxes.

Planix drew up a shortlist of potential providers. Only a few names stood out. And Vodafone was the natural choice.

Discussions began on how Vodafone would provide Planix with secure private cloud, hosting and network capabilities to underpin their business analytics SaaS offerings worldwide. Vodafone's global presence and pedigree in telecoms, mobility, security and data services provided a depth of expertise no other cloud provider could demonstrate. Frequently called upon to prove hosting compliance and transparency to blue-chip prospects, Planix knew Vodafone's ability to offer clear and detailed evidence could meet even the most stringent standards.

“ Security is a binary test. You have to pass. You can't be a shade of grey. ”



The cloud that can scale up

In 2016, Planix collaborated closely with Vodafone to design and present customised cloud solutions across their key verticals of banking, workforce management and their latest focus – retail. Neville Roberts recalls: "Right from the beginning, Vodafone worked with us to assure prospects and clients that we could deliver a high performance, secure network and private cloud infrastructure for massive volumes of critical, confidential employee and banking data.

"Firstly, the Vodafone brand works as a kind of shorthand, it's instantly reassuring. With data securely stored across 18 locations – including in the UK, US, Ireland, Germany and South Africa – we can promise complete business

continuity. Vodafone's worldwide presence as well as a network of partner facilities means we can deliver a secure real-time data analytics service on a truly global scale, while guaranteeing regional data sovereignty and local compliance. It's a perfect fit with our need to scale up our operations."

Vodafone's long-established expertise in mobile fits with another strand of the Planix growth strategy in retail analytics. "Our capabilities are well established in banking and workforce," he continued, "We're now looking to deepen our offering in retail analytics and Vodafone's heritage in mobile is proving invaluable as they help us design solutions incorporating mPOS."

“ The Vodafone brand works as a kind of shorthand, it's instantly reassuring. ”



The cloud that can get you there faster

Partnering with Vodafone has enabled Planix to move onwards and upwards to the next stage of maturity. They have been able to clinch bigger contracts with bigger clients in more markets than ever before. The support and collaboration from Vodafone is now giving Planix the confidence to drive innovation in key verticals. As Neville Roberts puts it: "If a business has a moment when it comes of age, choosing cloud with Vodafone was ours."

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Discover how a secure cloud can help businesses focus on innovation





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