

## BCSgroup looks to Teraco to support African expansion.

Major national converged telecoms solutions companies chooses vendor neutral data centres to ensure total network independence with the best global interconnect.

BCSgroup, a major provider of corporate network and telecommunications solutions to South African enterprises for over thirty years, announced today that it will colocate key servers and connectivity infrastructure in Teraco's vendor neutral data centre facility in Cape Town and Johannesburg. This allows BCSgroup to take advantage of absolutely free choice of interconnect with local and international telecoms service providers to give the company a spring-board to build its business in Sub-Saharan Africa.

BCS has big plans. By 2012 it aims to be the largest converged telecommunications provider in Southern Africa, with high-capacity points of presence (PoPs) across the SADC countries, connecting them to its PoPs in South Africa and the UK. BCSgroup has an ECNS license with a national network and has secured access to 20 STM-1 circuits (20x155Mbps) on the Seacom cable. BCS is one of the earliest adopters of long term contracts to secure low cost international bandwidth in the Southern African region.

From the Teraco data centre facilities, BCS will offer smaller ISPs access to bandwidth at dramatically lower prices than seen before, from as little as R5500 per month per Mbps international circuit, which represents an estimated 80% reduction in their costs from just two years ago.

The choice to colocate at Teraco's Cape Town vendor neutral data centre is a crucial step in this growth strategy, and BCSgroup will be amongst the first tenants of the Johannesburg data centre when it comes on line in March 2010.

**Willie Olivier, managing director of BCSgroup says, "Colocating within Teraco's vendor neutral facilities was the obvious next step for us. Through our acquisition of circuits on the Seacom cable, BCS is in the position to rapidly grow our wholesale and large enterprise converged solutions business. Retaining BCS' independence in terms of both the hardware we provide and the network operators we use has always been a critical part of our value offering. As the only genuinely neutral colocation facility in South Africa, Teraco is best placed for us to interconnect with other networks and carriers from neighbouring African countries and the rest of the world. Their facility presents a perfect launch pad for our expansion."**

BCS will peer on NAPAfrica – the new neutral network access point that is located in the 'meet me' room in Teraco's data centres – allowing the free exchange of Internet traffic between BCS customers and other service providers colocated at Teraco.

"The BCS expansion strategy has been one of both self provision and partnership, each option weighed up in terms of what makes the most economic sense and how we can provide the best possible value to our customers over the long term. Our partnership with Teraco allows us to pick from the best as they become available," says Olivier.

"We are delighted to welcome BCS to join the growing list of carriers and network providers available in Teraco data centres," says Lex van Wyk, managing director of Teraco. "BCS have found a compelling niche as a regional network and look set to deliver excellent value to our other customers."

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### About BCS Group

With over 30 years experience, BCSgroup is well positioned to be a leading provider of converged technology solutions in Africa, offering a comprehensive range of next-generation services in partnership with top technology vendors. As an ECNS license holder, BCSgroup is able to provide services nationally, through its own office and network infrastructure, and through a number of partnerships. BCSgroup provides customers with a full communication service, including information distribution, access, unified communications, mobile solutions, voice data and content -switching routing and management, solution design, integration services and Telecommunication Expense Management (TEM) that is built on world-class products and technology.

For more information visit  
[www.bcsgroup.co.za](http://www.bcsgroup.co.za)