MDXi

JMG
NIGERIA

How JMG Limited Improved Performance by Repatriating Workloads to the MDXi Data Center

BUSINESS CASE

With more than 5000 customers across 36 Nigerian states and the broader West African region, expanding product portfolio and increasing complexity in managing sales execution, customer and distributor relationships, JMG opted to host its CRM and ERP workloads in the public cloud. With no public cloud data center in Nigeria, this meant that the applications needed to be accessed from an offshore data center, typically in Frankfurt, London or Ireland. While the offshore cloud setup was mostly functional, JMG's rapidly expanding portfolio and customer base brought increased demands for system reliability, data analysis and faster responsiveness to internal and customer requests.

In addition, the company faced a variety of issues that hindered the user experience on its CRM and ERP tools. Application uptime was subject to the fluctuating availability and quality of the international connectivity. Similarly, JMG increasingly needed better latency for faster response time, to address customer and internal questions in accelerated fashion. Rising costs and payments in foreign currency were areas of concern.

ABOUT

JMG Limited is one of Nigeria's largest providers of power generation solutions and electrical infrastructure and the local distributor for some of the world's largest energy solution providers, including ABB, Caterpillar, GE, Mitsubishi. Its portfolio includes a wide range of power products and solutions, including electrical products, transformers, elevators and air conditioning systems.

JMG has an extensive presence across Nigeria, with subsidiaries in Ghana and the Ivory Coast.

SOLUTION

JMG concluded that it was vital for its CRM and ERP workloads to be closer to its end users. Consequently, JMG decided to repatriate the workloads back to Nigeria, to reduce costs and increase availability and response times and selected MainOne's MDXi data center to host its CRM and ERP servers. MDXi provided a secure, global standard, purpose-built environment for JMG's servers alongside a reliable MPLS connection to ensure JMG has a direct connection to the data center and access to its other providers facilitated by the availability of the Nigerian Internet Exchange (IXPN) within the MDXi facility.

RESULT

> The company achieved a material increase in performance. Uptime was substantially improved due to a lower dependence on international connectivity. In addition, JMG has seen a substantial decline in latency, by as much as half, as a result of switching provisioning from European data centers to Lagos.

> Significantly, JMG has recorded a considerable improvement in overall user experience. Users are better able to access the CRM and ERP applications with more predictability and without material lag.

> The security and peace of mind provided by the facility has allowed JMG's IT team to better focus on supporting the business, ultimately putting the company on a better path to accelerate its digital transformation.

ABOUT *MainOne*

MainOne is a broadband infrastructure company providing innovative telecoms services and network solutions across West Africa. Its submarine cable was the first private subsea cable to deliver open-access, broadband capacity to West Africa in 2010, heralding the explosion in internet access witnessed in the region. The company has developed a reputation as the preferred provider of wholesale internet services to major telecom operators, ISPs, government agencies, large enterprise, and educational institutions in the region. MainOne also owns a data centre subsidiary, MDXi which builds and operates Tier III data centres across West Africa. MainOne's submarine cable system traverses the coast of West Africa with interconnection to leading regional operators and internet exchanges worldwide to provide global reach to its customers.

ABOUT **MDXi**

MDXi, a MainOne company is West Africa's leading commercial data center and interconnection operator. Our carrier neutral data centers located in Nigeria, Ghana and Cote d'ivoire are differentiated by access to all leading internet exchanges, major network providers and ISPs in the region.

MDXi offers a variety of colocation and cloud services, delivered via state-of-the-art infrastructures and a world class support team to ensure your business remains productive and profitable.

Cloud services   Collocation   Connectivity services   Data centre services