MDXi

zenlayer

Zenlayer extends global reach into West Africa by leveraging MDXi

ABOUT

Zenlayer is an edge cloud service provider founded in 2014, serving clients based primarily in Asia and North America. Launched in 2016, the Zenlayer global network helps customers expand their service reach and improve end-user experience by having servers close to their end users, through high-availability, low latency access points.

BUSINESS CASE 💼

As Zenlayer's clients expanded their footprints internationally, it has become increasingly important for Zenlayer to provide its customers with a seamless experience irrespective of their location. Building a presence in Africa was especially important to Zenlayer's Asia-based customers due to Asia considerable investments in the region. After establishing an initial data center presence in South Africa, Zenlayer focused its attention on West Africa. The lack of a local point of presence (PoP), however, meant that services in West Africa had to be provisioned primarily from Frankfurt, Germany, with higher latency levels than Zenlayer customers were accustomed to in other markets.

SOLUTION

For its West African PoP, Zenlayer selected MDXi Data Center whose linkages to MainOne's 7,000km submarine cable and an interconnected ecosystem of over 30 providers in the region, provided a high level of reliability, 24x7 support availability, guaranteed level of quality and redundancy (SLAs of 99.99%), which was consistent with the seamless experience offered to customers throughout the Zenlayer global network.

RESULT

› Zenlayer currently procures a number of solutions from MDXi including colocation services, international private line circuits (IPLC) and IP telephony (IPT). Because Zenlayer does not have staff on the ground in West Africa, Zenlayer relies on MDXi's "Remote Hands" 24x7 support to address customer requests or concerns without having to send IT staff to the region, saving both time and money.

› Through the solutions procured at the MDXi Lekki data center, Zenlayer is able to instantly provision all of its solutions to clients in West Africa. Its customers are already benefitting from the partnership with MDXi. Latency has been cut in half, from 200 ms to 100 ms, as a result of

switching provisioning from Frankfurt to Lagos.

› Zenlayer has also benefitted from MainOne's deep local expertise. Our team have assisted Zenlayer navigate local regulations, troubleshoot technical challenges as well as interconnect with the regional Internet Exchanges such as The Internet Exchange Point of Nigeria (IXPN) and the West Africa Internet Exchange (WAF-IX).

› Zenlayer's clients have responded positively to the partnership with MDXi and have reported growth in their businesses since the partnership came into effect, leading Zenlayer to upgrade its capabilities in West Africa.

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