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Servers | Storage | Solutions

CASE STUDY

REVOLUTIONISING AFRICA'S DIGITAL FUTURE

A case study on the turnkey solution Boston IT Solutions South Africa provided Liquid C2 to deploy hybrid cloud infrastructure on the African continent.
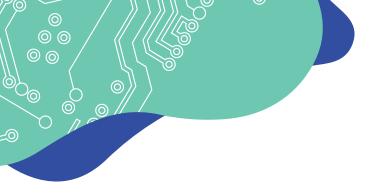
THE CUSTOMER

Liquid C2 is a business of Liquid Intelligent Technologies, a pan-African technology group. They offer managed cloud and security services, product solutions and related professional and advisory services in 22 African countries. Liquid operate Africa's widest Azure Stack deployment across four countries and deployed the only African Cyber Security Fusion Centres in South Africa and Kenya, with another four launched in 2023. Liquid C2 was selected as an Operator Connect launch partner by Microsoft in six countries. The organisation was a finalist in the Microsoft Partner of the Year 2021 and 2022 in South Africa and a Microsoft Partner of the Year in Ethiopia 2022. *https://liquidc2.com/*

> " **THE AVAILABILITY OF AZURE STACK IN THE COUNTRY MEANS THAT THROUGH OUR PARTNERSHIP WITH BOSTON, WE CAN ENSURE THAT BUSINESSES COMPLY WITH THEIR COUNTRY'S DATA SOVEREIGNTY AND COMPLIANCE LAWS** "

THE CHALLENGE

Liquid C2 wished to deploy Azure Stack to various countries in Africa. This wasn't something they had done before and so they required support in staging the hardware in a location where it could be configured. They needed to ship hardware to remote locations and, as they had a lack of available skill sets locally, the solution needed to be "plug and play".

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BOSTON SOLUTION AND TECHNICAL SUPPORT

"Although Liquid C2 already had a solution in mind, some technical details were yet to be finalised", explained Hemant Mistry, Senior Field Application Engineer at Boston. "By engaging with the customer and understanding their requirements and use case, we were able to overcome this and modified the solution to make the most out of the hardware."

Through understanding the hardware requirements and focusing on how that could match Liquid C2's requirements, Boston took this part-designed solution and designed a comprehensive turnkey solution, fully integrated with Microsoft Azure. This enabled Liquid C2 to deploy the solution quickly with only minimal changes needed to match the local environment, with some remote support. The solution is also incredibly scalable by the inclusion of additional nodes, which is made easier by available rack real estate. Further, the entire process has been documented in a step-by-step format, including lessons learnt, which will make future deployments easier.

By providing a turnkey solution for each installation, Liquid C2 can efficiently set up Azure clusters for their customers. This turnkey solution offers them a reduced total cost of ownership (TCO) while shortening their return on investment (ROI) period. This results in savings for their customers.
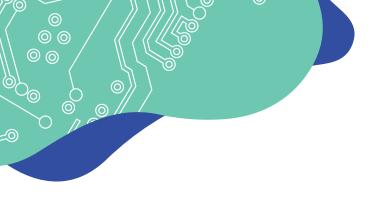
BOSTON ADDED VALUE: BUILD AND CUSTOMISATION

As the longest-standing global supplier of Supermicro, we are expertly positioned to add value to our customers. Boston's value-adds to Liquid C2 included designing the solution, as well as hardware and software integration.

"We don't drop boxes. We are passionate about the value we add to customers," said Chris Coetzee, Business Director, Boston IT Solutions South Africa. "We are excited about bringing offerings like these to new territories where there previously was no public cloud available to this scale. This is an incredibly exciting opportunity for every party involved. By helping Liquid C2 connect people across an entire continent, Boston can show our technical capabilities to model and deploy large and complex systems. We cannot wait to see what new doors open thanks to the increased connectivity across borders. Today, we live in the information age, and we want the flow of information to be fast, consistent and high quality across the world."

Additionally, the partnership will ensure that units are shipped directly to the country, the cluster is installed onsite, and final testing is done before going live. Most importantly, Liquid C2 and their customers will also take advantage of the 24/7 next-business-day onsite support.

This unique service offered by Boston is unmatched by any other distribution in the region, across all technology brands. As a result of the reference architecture, this solution can be easily replicated and deployed in multiple remote locations throughout Africa.

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THE OUTCOME

Boston partnered with Liquid C2 to provide them with a turnkey solution to deploy hybrid cloud infrastructure on the African continent. The first of these centres were launched in Zambia, enabling businesses in the region to access cloud solutions that meet the local data regulatory requirements and efficiently run latency-sensitive business applications.

According to Winston Ritson, Chief Operations Officer of Liquid C2, "The availability of Azure Stack in the country means that through our partnership with Boston, we can ensure that businesses comply with their country's data sovereignty and compliance laws. In addition to being able to cater to the ever-growing demand for cloud solutions, we are now confident that our customers will experience the same consistent services across the continent".

This investment from Liquid C2 and Boston showcases the commitment from both organisations to accelerate digital transformation on the continent by empowering businesses with a cloud solution that meets in-country regulatory demands. Most importantly, it also offers highly secure, reduced latency and real-time business continuity with flexible adoption models.

IF YOU'D LIKE TO FIND OUT MORE, PLEASE GET IN TOUCH:

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