Nasstar

NASSTAR

One of the UK's largest managed cloud service providers transformed customer experience with Megaport Network as a Service.

CASESTUDY

NASSTAR

If you're in IT operations in the UK, Nasstar needs no introduction.

This well-known managed cloud service provider designs, builds, and operates infrastructure and software solutions across public and hybrid cloud, productivity, connectivity, and data and AI. Nasstar customers can evolve their infrastructure from capital-intensive hardware to a discipline that is modern, software-defined, and intelligent.

Founded in 2012, Nasstar's integrated suite of cloud services and commitment to corporate social responsibility has drawn an impressive portfolio of customers. Today it operates in the UK, Romania, and Malaysia, with over 800 employees and an annual turnover of around US$230m.

Nasstar offers a total of over 40 capabilities to customers from its suite of communications services, productivity services, engineering services, and platform services.

KEY POINTS

- Used Megaport's on-demand Network as a Service (NaaS) to create Intelligent Connected Cloud (ICC), enabling customers to rapidly connect to hundreds of Cloud Service Providers (CSPs) worldwide.

- Used the Megaport NaaS fabric to transform customer experience by providing a single point of delivery and service for customers' public cloud adoption requirements.

- Drastically reduced deployment time for customers with Megaport's API-based provisioning.

- Created new global revenue opportunities by using Megaport's global NaaS underlay to facilitate expansion to new markets.

CASESTUDY

SNAPSHOT

Nasstar, a leading managed cloud service provider, utilized Megaport's NaaS to offer Intelligent Connected Cloud (ICC), enabling rapid, on-demand connectivity to hundreds of global Cloud Service Providers.

By integrating Megaport, Nasstar transformed customer cloud adoption, reducing deployment times and simplifying network management while unlocking new global revenue opportunities. This partnership has empowered Nasstar to expand its reach, reduce costs, and streamline complex cloud migrations for its customers.
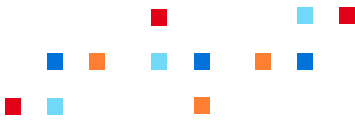
CHALLENGES

Rigid network underlay

Before provisioning Megaport, Nasstar was using a mix of public internet and traditional telco connectivity methods, leading to rigid bandwidth, unreliable availability, and long provisioning times. Instead, the team was looking for a network infrastructure partner that could give their customers a more agile way to set up, oversee, and manage their connectivity.

"We were looking for a partner that allowed Nasstar to provide cloud connectivity services quickly and easily," said Darren Hogan, Director of Portfolio at Nasstar.

Complex cloud migrations

As part of their cloud transformation initiatives, Nasstar customers frequently need to move vast quantities of data from private data centers to the public cloud.

The team knew there must be a way for these customers to migrate their data without needing to undertake the procurement, delivery, and management of dedicated point solutions for this connectivity.

Nasstar's goal was to provide a single point of delivery and service for its customers' public cloud adoption requirements, freeing them to focus on the outcome instead of the mechanics. The underlying connectivity also had to be highly resilient and performant to keep up with the data-heavy demands of these cloud transformation projects.

After discovering Megaport, the Nasstar team was able to overcome these challenges as well as transform their business in more ways than anticipated.

CASE STUDY

SOLUTION

Transforming customer experience with on-demand, rapid connectivity

Nasstar kicked off the partnership by interconnecting Megaport's global NaaS platform with its extensive solutions suite to create the Intelligent Connected Cloud (ICC) network, instantly enabling customers to rapidly connect to hundreds of Cloud Service Providers (CSPs) worldwide.

Nasstar's ICC intelligently integrates 40+ capabilities in one simple tool to enhance customers' cloud performance, lower complexity, and foster innovation, allowing them to focus on achieving their business goals.

By using Megaport's flexible connectivity fabric for ICC, customers now have a quick, simple, and adaptable way to set up, manage, and track their cloud connections in real time. This has been a game-changer for effectively managing the progress and cost of their cloud transformation initiatives.

BENEFITS

Simplified cloud transformation

With the Megaport platform, Nasstar's customers can now enjoy a streamlined cloud adoption and management experience free of complexity.

With single-portal oversight and management of their network, connections can now be spun up and down in just a few clicks, simplifying and speeding up cloud migration projects while reducing overall costs.
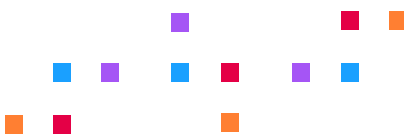
Rapid provisioning

Megaport's API-based provisioning has allowed Nasstar to deliver private dedicated bandwidth in hours, not weeks, getting customers to the cloud far more rapidly than they were able to previously.

Nasstar is currently integrating this accessible API framework into its Operations Support Systems stack to further improve provisioning time and increase visibility.

"Since being able to use Megaport's API-based provisioning, we've helped customers get to the cloud more rapidly and, in turn, unlock the ROI of cloud adoption," said Hogan.

"

We found Megaport's strength to be in their connectivity footprint and accessible API framework, which we're working to integrate into our Operations Support Systems stack to improve provisioning time and increase visibility."

Darren Hogan, Portfolio Director
– Nasstar

CASESTUDY

New market expansions

Megaport's extensive global reach has unlocked new territories for Nasstar, giving the team the ability to provide services to customers not headquartered in the UK. This has allowed Nasstar to start planning business expansions that will grow its presence and revenue on a global scale.
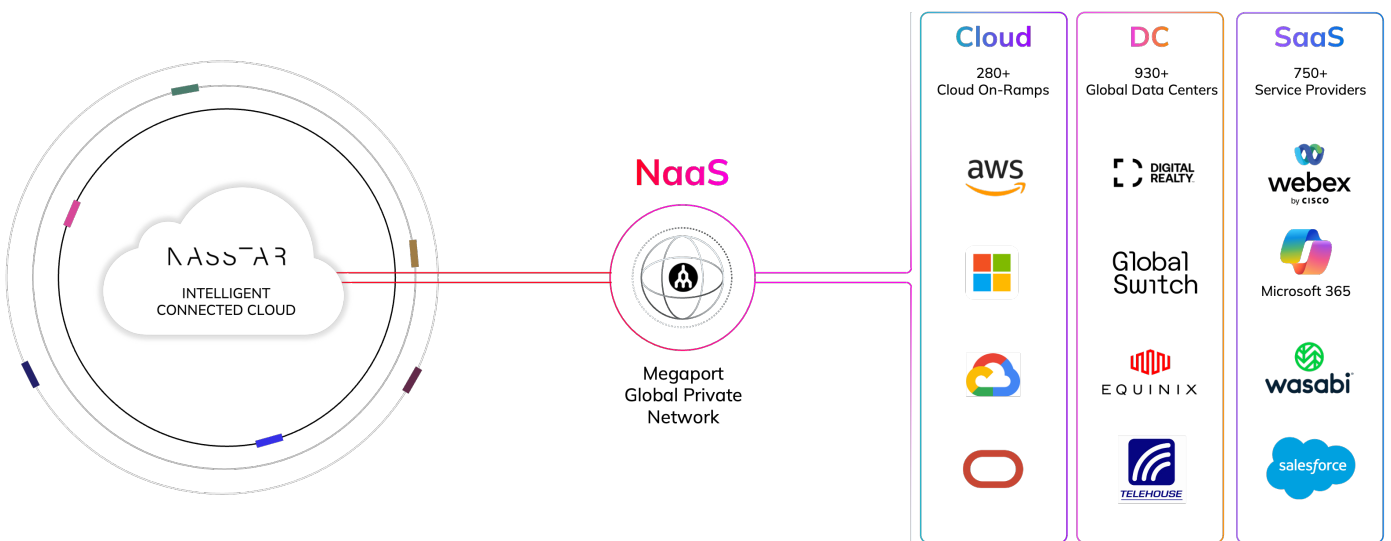
"Megaport's service is our key to non-UK headquartered organizations, and we're really looking forward to seeing where that takes us," said Hogan.

Reduced costs

Nasstar has been able to pass the benefits of Megaport's flexible terms onto its customers, who now only pay for what they consume.

Thanks to Megaport's on-demand provisioning, Nasstar can now offer customers a zero-penalty extension of service if their cloud transformation projects extend beyond their original time frame, further enhancing customer experience and improving quality of service.
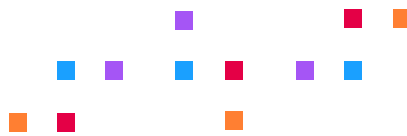
SOLUTION

NaaS

NASSTAR
INTELLIGENT
CONNECTED CLOUD

Megaport
Global Private
Network

Cloud
280+
Cloud On-Ramps

aws

DC
930+
Global Data Centers

DIGITAL REALTY

Global Switch

EQUINIX

TELEHOUSE

SaaS
750+
Service Providers

webex
by CISCO

Microsoft 365

wasabi

salesforce

CASESTUDY

FUTURE PLANS
FOR NASSTAR

With the convergence of cloud and other network endpoints, companies are shifting their buying habits toward purchasing next-generation technology from a single provider that "does it all". By using Megaport to maximize the reach and benefits of its ICC solution, Nasstar is embracing this shift.

Nasstar can now reach new global frontiers with Megaport, bringing the team's focus toward expanding reach to underserved customer segments and geographies.

"Our ICC solution is built to maximize the full potential of cloud technology and deliver a unified and secure customer experience. Megaport is our key to bringing ICC to new markets with complex demands and high spend potential," said Hogan.

And they aren't just planning to expand geographically – in future, they hope to utilize interconnected virtual edge devices on Megaport's flexible networking layer to further diversify possible use cases for their customers. We can't wait to see where this next phase takes them.

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Since using Megaport we've unlocked several benefits across our business – and the best part is that we've been able to pass all these benefits on to our customers, which has elevated our solutions to a new level."

Darren Hogan, Portfolio Director
– Nasstar

Complex Networks, Simplified.

Deploy global private connectivity in minutes.

Megaport is the leading provider of Network as a Service (NaaS) solutions. Our global Software Defined Network (SDN) helps businesses rapidly connect their network to services on demand via our easy-to-use portal or open API.

Megaport makes network connectivity easy and agile compared to traditional networking solutions. Our global ecosystem includes the world's top cloud service providers, data center operators, systems integrators, and managed service providers.

One platform for every connection.

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