

The logo for Redwire Data Centre features the word "redwire" in a lowercase, sans-serif font, with a stylized starburst icon to its right. Below "redwire" is the phrase "data centre" in a smaller, lowercase, sans-serif font. The entire logo is set against a red rectangular background.

redwire  
data centre

### Overview

Company: Established in 2002, THE TERMES PARTNERSHIP LLP act as independent trusted consultants to entrepreneurs, organised as family offices or family owned businesses, and charities. Termes plays a pivotal role in helping clients create successful management, asset allocation and infrastructure strategies, allowing them to focus on creating wealth.

### Why Redwire DC

- Geographic location
- Security
- Scalability
- Flexibility
- High-level of customer service

### Result

- Secure, safe, and reliable infrastructure
- General maintenance is quick and easy due to location
- A high-end service and facility, ensuring the heart of the business keeps beating

# The Termes Partnership LLP - Case Study



Effective Partners for Wealth Creators

## About The Termes Partnership LLP

For Termes, the Family Enterprise is a complicated and dynamic entity that can be thought of in three different ways: the Family itself, the Operational environment that affects it and the Investments that it makes and manages. We add value for Families by helping them, not just to look at their Enterprises from these perspectives, but to do so by breaking each down into a spectrum of risk factors that continually influence them. Termes calls this approach Family Enterprise Risk Management, and the risk-based methodology is referred to as Termes.Risk.Focus.

The power of this approach is that, by helping clients evaluate Family dynamics, the Operational set up and the Investment portfolio objectively, the Termes Partners help them build a truly personal sense of conviction as to the most appropriate management focus and deployment of assets.

## Why Redwire DC

The Termes Partnership was searching for a local data centre that could demonstrate state of the art security, scalability and flexibility. Redwire DC additionally provided a high-level of customer service throughout the process, with the infrastructure in place ready to deploy.

## Solution:

As a result of moving to Redwire DC, The Termes Partnership now has a more flexible and cost-effective solution to its IT needs. Rehousing equipment in closer proximity has enabled Termes to manage its IT effectively and efficiently, whilst also providing a more cost-effective solution.

## The brief:

Whilst the initial driver for change was to find a data centre closer to the partners' place of work, Termes also wanted to identify a provider that could demonstrate very high levels of physical and cyber security given the requirement for absolute security of client data.

Partners operate from their homes and on the road visiting clients, accessing systems and data via a secure weblink, so the solution had to demonstrate that system downtime would be reduced to an absolute minimum. Termes IT specialist partner went out to find a solution that ensured all these requirements were met.

## The Result

Redwire DC was able to demonstrate the required security and resilience requirements throughout its operation: the data centre is Tier category, backed up by ISO 27001 & 9001 accreditations. Redwire DC also structured its solution as a flexible and cost effective proposition, backed up by resilient service level agreements.

The close proximity of the solution to Termes Offices provides the required levels of accessibility and security of services. The Redwire development team delivered an open and friendly approach accommodating all The Termes Partnerships' requests, resulting in a high-end service from the moment we made contact.

## Reasons for choosing Redwire DC

### State of the art security

It was evident that Redwire DC provides a highly secure facility as well as being able to demonstrate independent accreditation of its approach.

### Flexibility

The flexibility and resilience of Redwire DC's solutions were apparent not just in terms of their infrastructure, but through demonstrating a sound understating of Termes' IT support requirements, providing the required contact response time, accommodating requests, and demonstrating future-proof scalability.



## Cost-effectiveness

Redwire DC has provided The Termes Partnership with a more cost effective solution, allowing capital to be reallocated elsewhere in the business model.

## Location

Termes required a data centre that was in close proximity to their internal IT resource, delivering easy access, ensuring low latency on accessibility and minimising any risk of downtime.

## Financial Stability

Knowing that Redwire DC is stable, financially secure and completely debt-free was a critical factor in demonstrating the business longevity required by Termes of its IT partner.

**“As an organisation whose value-added critically depends on thorough risk management, we need to ensure that our data is in the right hands. Our ability to access data quickly and securely is the key to our continued success”**

