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2017 BEST PRACTICES AWARD

ANALYST QUOTE

"ST Telemedia Global Data Centres has demonstrated a continuous commitment to its strategy growth and competitive leadership, and in providing customer-centric offerings in Singapore.

Less than three years after the company entered the market, STT GDC has established a significant presence in Singapore with six colocation facilities across the city-state. In the increasingly competitive landscape, STT GDC has achieved strong revenue growth and high utilization rates."

Yu Xuan Ng
Industry Analyst
Digital Transformation
Frost & Sullivan

2017 Frost & Sullivan Singapore Data Center Competitive Strategy Innovation and Leadership Award

The key theme driving the Singaporean data center services market is the massive growth of hyperscale cloud computing vendors, which is spurring the uptake of data center leasing capacities. Additionally, the aggressive expansion of born-in-the-cloud (BiTC) companies beyond their home countries presents excellent opportunities for Singapore data center operators.

However, heightened competition in the Singaporean data center market is exerting price pressure on data center providers offering pure space and power, alongside concerns of a supply glut.

As region-specific providers gradually intensify competition in the data center market, participants are pushed to incorporate value-added services complementing their data center portfolios to increase their value propositions. Strategy innovation and customer service experience are vital for maintaining or strengthening data center operators' market leadership.

ST Telemedia Global Data Centres (STT GDC) has demonstrated a continuous commitment to its strategy growth and competitive leadership, and in providing customer-centric offerings in Singapore. Less than three years after the company entered the market, STT GDC has established a significant presence in Singapore with six colocation facilities across the city-state. In the increasingly competitive landscape, STT GDC has achieved strong revenue growth and high utilization rates.

As it focuses on competitive leadership, STT GDC's aggressive acquisition strategies have seen notable acquisitions such as a 74% stake in Tata Communication's data center portfolio in India and Singapore in 2016 and 2017 respectively.

In recognition of its focus on data center strategy innovation and leadership, Frost & Sullivan is pleased to present the 2017 Singapore Data Center Competitive Strategy Innovation & Leadership Award to ST Telemedia Global Data Centres.