



Accelerated performance for the data centre

Dear clients, partners, friends and colleagues,

Welcome to our first annual news update, a round-up of significant developments for Vespertec and its clients and partners over the past 12 months.

It's not 100% strictly business – there's more general news here too, because life at Vespertec isn't all terabytes, disruptive technologies, hyperscale and the like. We hope you find it of interest. As always, we welcome your feedback.



Significant Vespertec growth a reflection of our clients' success

It was our business year-end in April and we're pleased to report that Vespertec has grown 45% by turnover in the last year.

It's quite a step in growth, driven in part we feel by the maturity factor. We've now been around for eight years. During that time we've grown with our loyal group of clients; we've penetrated new accounts and new geographic markets; and now we're being taken more seriously for larger opportunities, regularly closing such deals. A good example of the latter in the last FY was a single deal for a 50 petabyte "3 Geo" object storage solution in the key life sciences vertical.

That we routinely evangelise new technologies is also a significant attraction for our clients, who are always open to new ways of doing things. Our sincere thanks to everyone. We're delighted that our growth comes from playing a part in your success.

Our vendor partnerships go from strength to strength

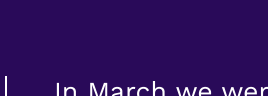
We're really proud of what we have achieved with our partners over the past year. We're also incredibly excited by their technology developments – both those that have come to market already, and those in the pipeline. Here are just a few of the highlights from a Vespertec perspective.



In March, VAST Data announced "meteoric growth", outgrowing the market by 76x the industry average during FY ending January 2023. Because of our very close collaborative working relationship with VAST, that growth has been mirrored, on a much smaller scale of course, at Vespertec. VAST is an innovative technology that sits well with our general approach. We like to disrupt the status quo and improve performance for clients, generally accelerating the modern data centre. VAST is a key enabler for that and is also extremely well suited to AI/machine learning workloads so it's perfect for our finance customer base, a particular focus area for Vespertec.



We recently became an **NVIDIA Elite Partner**, one of only two in the UK. That recognition of our value-add in networking is so important because the network underpins so much from a performance perspective, particularly when putting together AI and machine learning solutions. With this capability, alongside our deep understanding of the servers and infrastructure needed for the HGX™ AI supercomputing platform, we expect to drive major advances for our clients over the coming years and further significant growth for Vespertec.



In March we were named Quantum **Enterprise Partner of The Year**, an accolade that recognises the Quantum partner that has excelled in serving large enterprise accounts that have a need for multiple petabytes of data. Excelling is made a lot easier when you have a solution like Quantum ActiveScale, to give but one example. ActiveScale provides super-resilient storage which can tolerate the failure of any one of multiple sites by leveraging geographically distributed erasure coding. This, together with ease of use and simple scaling makes it an extremely popular choice for large storage systems.



Exciting things are also happening with Giga Computing, not least the massive extension of their server range and developments that complement Vespertec's own cutting edge innovations in AI and machine learning. We are particularly impressed with Giga Computing's NVIDIA HGX H100 8-way SXM5 systems, their brand new NVIDIA Grace CPU and NVIDIA Hopper GPU architecture, and the NVIDIA Grace Hopper CPU+GPU superchip. Watch this space also for the latest in immersion technologies.



Another recent development generating huge interest is the latest generation of the Supermicro MicroCloud. The MicroCloud – an important ingredient in Vespertec's growth over the years – has traditionally been on the Intel Xeon E-2300 platform. However, at Computex 2023 we saw the new AMD AM5 version of the MicroCloud that fits 8x AMD Ryzen nodes into a single chassis. We're already seeing strong demand for this, with our team receiving numerous requests for more information and Proof Of Concept projects.



Towards 100% renewable energy and electricity self-sufficiency

Inspired by the eco-responsible approaches of Vespertec clients and partners, in August and September 2022 we installed no less than 149 solar panels on the roof at Vespertec HQ.

Despite our location on the often cloudy and shower-prone 'Costa Del Stockport', the panels now generate approaching 80% of the electricity used at Vespertec HQ, including free charging for the electric cars of Vespertec staff. That percentage figure is 'year to date', and our theoretical maximum kW generation figure is far higher, so we are reasonably confident that this percentage will continue to increase.



Vespertec growth in emerging markets

As reported in the business pages of The Times, Vespertec is successfully expanding into Africa. Deals with clients in this region have been partly enabled by UK Export Finance (UKEF), the UK export credit agency and government department that works alongside the Department for International Trade.

One such beneficiary is Kenyan cloud services firm Atlancis. Thanks to Standard Buyer Loan Guarantee (SBLG) support from UKEF, Atlancis was able to access the full suite of Vespertec data centre products. SBLGs allow UKEF to guarantee a loan of up to 85% of a contract's value, ensuring UK exporters such as Vespertec get paid upfront, while buyers such as Atlancis benefit from flexible repayment terms.

Phil Kaye's medal-winning Duathlon achievements

in National and European Championships

It's not just in the data centre where we deliver accelerated performance. Vespertec co-founder Phil Kaye also shows a clean pair of heels in standard distance Duathlons. For the less athletically minded, a Duathlon is a challenging Run-Bike-Run event – a 10km run, followed by a 40km ride, followed by a 5km run! Although reticent to talk about his successes, we managed to uncover the following details.



Phil regularly competes in the British and European Triathlon-run Age Group Competitions for Non-elite Multisport, in which athletes compete against the best in their age group in Triathlons and Duathlons. In September 2022 Phil represented Team GB in the Duathlon (standard distance, age group 45–49) at the European Championships held in Bilbao. In the same year he won a Bronze medal in the Duathlon at the 2022 (English) National Championships.

Then on 5 March this year he won Silver at the National Duathlon Championships. This was in tough conditions – it was snowing on that March day! Just a few weeks later, on 2 April 2023, he won his age group at a qualifier in Northumberland to seal his place at the 2024 European Championships. The photos above show Phil at the European Championships in Bilbao, and one of his medals from the National Championships.



EPA pass for Alex, our first ever apprentice

ever apprentice

Alex Cameron has now successfully completed his Level 2 Supply Chain Warehouse Operating Apprenticeship at Vespertec and passed his EPA (End Point Assessment). His external assessor was extremely happy with his progress over the past 12 months.

We feel it's important to give young people different routes into our industry and every opportunity to fulfil their potential.

So far Alex has been involved primarily in the preparation of domestic and international shipments including large, palletised consignments, whilst also competently handling all general warehouse duties within the extremely high standards which are set at Vespertec. Now the plan is to give him more exposure to how the business operates day-to-day. Very well done, Alex.

Kit sponsorship a boost for Brinscall Village Juniors FC

Vespertec is proud to sponsor the kit of one of the youth teams at Brinscall Village Juniors Football Club, an FA Affiliated Charter Standard Development Club based in Brinscall, Chorley in Lancashire.

FA-qualified assistant coach John Barry of Vespertec is delighted with the effect the kit has had on the team's fortunes: "Vespertec started sponsoring our Under 11 Blues at the beginning of the 2022/23 season. The team started the season with five back-to-back defeats, but upon receiving our new kit went on a 13-game winning streak followed by a draw, a loss and win to close of the season. Had we been playing in a competitive league that would have seen us finish the season in top position. For the coming 2023/24 season we will be playing Under 12s football in a competitive league for the first time and look forward to continuing that fine run of form."

Very well done – keep it going boys! Our photo shows the smart Brinscall Vespertec kit. It may not have been entirely responsible for that amazing uplift in performances, but it seems to have boosted the boys' self-belief!



Kit for cup-winning Wilmslow Wolves youth rugby team too

Football may have dominated the local news recently what with Manchester City's treble, but let's not forget that grassroots rugby is also thriving in our local area.

In fact, a young team we sponsor – Wilmslow Wolves Under 15s – recently won the Cheshire Junior Cup final in a convincing 32-10 victory over Winnington Park.

Congratulations boys! Well done also to all the volunteers and parents who do so much to enable junior and youth rugby. What a fantastic achievement.

Our photo shows the Wolves' Vespertec-sponsored main kit (in blue) and also their special tour kit (the black top with palm trees), which Vespertec helps to fund. As well as their league and cup games, the boys go on tour every year to play against high-calibre regional teams.

Thanks for reading.
If you'd like more information on anything we've covered here, please get in touch.

Kind regards,
Allan Kaye