

# TechAccess and Vertiv team up to drive digital growth across sub-Saharan Africa



A Vertiv Case Study



## Background

Technology Access Group (TechAccess) was initially known as LanAccess under AniXco and became independent in 2001. It transitioned from a closed corporation to a private company in 2005 and was renamed the Technology Access Group (Pty) Ltd in 2016, expanding its services to customers across South Africa.

TechAccess aspires to be the premier provider in Africa for comprehensive data center and enterprise solutions, specializing in complete IT infrastructure turnkey and fit-out advanced structured cabling, including data center infrastructure management and optimization software (DCIM).



### Company Profile

TechAccess is a service- and solutions-oriented company in the African IT sector focused on providing advanced, turnkey solutions for the data center industry.

### Industry

Technology

### Region

Africa

[Click here to view the official partnership announcement](#)

## Challenge

As TechAccess pursued its goal to become the preeminent data center and enterprise solutions provider in Africa, it faced growth and expansion challenges. It sought a partnership with a data center solutions provider that offered high-quality solutions, competitive pricing, reliable stock availability, and a solid market presence. Additionally, TechAccess was searching for robust local technical support and favorable manufacturing lead times to facilitate its growth objectives.

## Solution

TechAccess's ascent to become a Vertiv Diamond Elite partner in 2023 marked a significant milestone in addressing its regional expansion and market penetration challenges. This partnership has been instrumental in TechAccess's ability to distribute Vertiv's critical digital infrastructure portfolio within the sub-Saharan African market. The range of products it offers the market, including the Vertiv™ S- series Racks, Vertiv™ Geist™ PDU's, Vertiv™ Liebert™ RDU Environmental Monitoring, Vertiv™ SmartCabinet™, and Vertiv™ SmartRow™ integrated solutions, reflects TechAccess's dedication to delivering state-of-the-art solutions and support.

## Outcome

These outcomes highlight the successful collaboration between TechAccess and Vertiv, which has driven growth and established a strong market presence in the region.

- Expansion across sub-Saharan Africa: TechAccess has significantly expanded its operations.
- Diverse product suite: The distribution partnership has provided TechAccess with a specialized range of products for data center infrastructure.
- Turnkey solutions: TechAccess offers end-to-end solutions, from consultancy to project management, with Vertiv's support.
- Expertise and support: The collaboration delivers expert system support to sectors like data center colocation, enterprise, finance, and mining.
- Preferred choice: Vertiv has become the favored product for data center environments among key colocation providers.
- Revenue growth: TechAccess has seen a substantial increase in Vertiv-related revenue.
- Market inquiry surge: There has been a significant rise in inquiries about Vertiv products.
- Annual growth rate: TechAccess has achieved an annual growth rate of over 50% year-on-year for the last two years.



*“Partnering with a global data center vendor like Vertiv has given us the confidence we need to deliver on the opportunities in the market. Vertiv consistently assures customers they are getting what they are looking for and stands firmly behind TechAccess as a key partner. Knowing that Vertiv has a strong local presence and support base for pre- and post-sales inquiries has also translated to greater customer satisfaction. Working with Vertiv has been a seamless process. Not only does Vertiv deliver a world-class, global end-to-end solution offering, but we’ve also experienced great collaboration, alignment, and engagement with the Vertiv Africa sales and marketing team. They are always very supportive.”*

**- Jaxon Martin,  
TechAccess M. D.**

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