

# VERNE

## CUSTOMER SUCCESS STUDY

### Verne Finland provides Unikie with high-quality customised colocation solution

From one professional to another

Unikie Oy was looking for a reliable supplier that could deliver a high-quality colocation solution for its customer's research environment, all in a short timeframe. Verne Finland was selected based on the recommendation of another client and is a decision Unikie has not regretted. Verne delivered a tailor-made solution in a matter of months, allowing Unikie's Chief Business Officer to rest easy.

Tampere-based Unikie was founded in 2015. By 2021, this deep tech company had grown rapidly to employ 350 people. In 2019, it was third in Deloitte's Technology Fast 50, which lists the fastest growing tech companies of the year.

Aimed at international markets from the outset, the company specialises in technology research and development, as well as particularly demanding application development for the automotive, mechanical engineering, telecommunications, and mobile sectors.

"We work on deep tech solutions on two levels. We develop and deliver our own commercial products, while we also provide resources and deep expertise as-a-service to our customers," said Rauno Vänni, Chief Business Officer at Unikie, who also heads up the company's telecommunications business unit.

When negotiating the details and service contracts, Verne Finland showed a solution-oriented and flexible approach.

Rauno Vänni,  
Chief Business Officer, Unikie



# Benefits



## Supplier of choice for a demanding environment

Unikie approached Verne Finland because of its colocation environment, associated services, provision of resources and its specialist expertise in deep learning.

Unikie had been commissioned by its client to investigate selected technologies and their potential in telecommunications solutions. This was not yet a product development project, but rather a preliminary research project.

To support its customer, Unikie needed access to a secure high-quality environment, with special attention to assured power supply and cooling. The solution's environmental credentials were another important requirement. In summary, Unikie needed a service provider which could tailor its service contract to fit its individual needs.

Unikie was familiar with Verne's Finnish operations, but the choice was made easier by a strong recommendation from another customer.

"We were professional buyers; our own team was able to specify our requirements in terms of hardware and service contract. We were looking for a professional a supplier which would immediately understand our needs and be able to respond flexibly and quickly. The recommendation from our client was so strong that we didn't really even consider other suppliers," continued Vänni.



## A few months between first contact and delivery

The speed of project preparation and delivery was staggering. Unikie first contacted Verne Finland in October 2020, and the deal was done less than two months later. Delivery was also quick.

Verne ordered the required data center technologies and handled the pre-installation of the applications and firewalls, which were configured by Unikie before the customer received the solution ready for use. At the acceptance inspection, everything was as agreed and production operation could begin straightaway. The environment and service were exactly as the customer expected.

"The high speed of delivery was possible because both parties were professionals. At the deal-making stage, we were able to talk about the deal itself very quickly. When negotiating details and service contracts, Verne showed a solution-oriented and flexible approach," said Vänni.



## Cooperation ensured peace of mind

Because Unikie's own team has a high level of expertise, they were able to define exactly what they wanted and expected from their partner. In terms of skills, they could have built their environment themselves, but they were not willing to build, for example, a support organisation to maintain the environment.

A high-quality partner was sought to provide a worry-free environment for Unikie's experts to carry out research for the client.



My main goal was to sleep peacefully at night. Our job is to serve our customers as uninterruptedly and efficiently as possible, which places high demands on the environment and its maintenance. I can safely say that with Verne Finland as our partner, I sleep very soundly at night.

**Rauno Vänni**

Chief Business Officer, Unikie



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sustainability.

**Verne Finland**

sales@verneglobal.com

+358 2 624 8500

www.verneglobal.com