

# Gandi has chosen Telindus to assist it in their international growth



GANDI (Online Management and Assignment of Domain Names) was created in 1999 by 4 French engineers. Initially, the aim of the company was to counter Verisign/Network Solutions' monopoly in the management of domain names. With 250.000 registrations, Gandi has been very successful from its very first two years of existence. In 2004, after having raised 13 million euros, Stephan Ramoin, then CEO of a Lycos Europe Business Unit, buys Gandi "a geeks company, designed by geeks, for geeks". Since then, the company, with an average annual progression of 15%, wants to expand on the European territory and needs a partner to assist it in its growth.

## **The challenge:** develop international and corporate sales

Today, most of Gandi's turnover is realised in France, predominantly with private customers. Because of the shortage in resources and datacentres in France, Gandi wishes to settle in Luxembourg.

Thus, the establishment of Gandi International in Luxembourg has two objectives: develop international and increase 'corporate' sales, i.e. business customers. Gandi International clearly targets the Nordic countries, Switzerland, Germany, the Benelux and the Unites States (country in which it already features a datacentre in Washington and a team in San Francisco). So as to achieve these two objectives, Gandi must on one hand recruit international profiles and on the other, find datacentres that meet the most stringent standards in this field.

With its many Tier IV datacentres, its multilingual population and the availability of excellent engineers, Luxembourg then emerged as the ideal country.



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## The Telindus solution: understanding needs and flexibility

In Telindus Telecom, Gandi has found a reactive, reliable, technically competent partner, with the ability to track the company's expansion. Telindus Telecom has provided Gandi a machine room in one of its Tier IV datacentres, offering it excellent national and international connectivity opportunities and enrolling in its growth policy.

## The result: an equal, business generating partnership

Much more than an infrastructure provider, Telindus Telecom is a partner with whom Gandi can develop its business through engineer to engineer exchanges, in the respect of its corporate culture: "No Bullshit™".

## Benefits for the company

- A good understanding of the needs: "from engineer to engineer" exchanges
- A flexibility which enables the support of Gandi's development on the international and corporate clients levels
- An excellent connectivity
- A reactive, technically competent and reliable partner



From left to right: Stephan Ramoin, Director of the Gandi group  
Gilles Saint-Guillain, Business Development Manager, Telindus Luxembourg

## GANDI in a Nutshell

Stephan Ramoin buys Gandi in 2004.

Gandi.net is one of the first registration offices for domain names and Gandi a key player in the cloud hosting world since 2007.

As of the 1st of July 2013, Gandi managed 1.433 million active domain names for clients in 192 countries.

Stephan Ramoin wanted to create the company in which he would have loved to work, and sell the products he would have wished to buy



*"If Telindus hosts Gandi's infrastructures with hundreds of thousands of clients and our needs at the tip of technology on the cloud, it means that it is able to handle just about any company!"*

**Stephan Ramoin**  
Director of the Gandi group



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