Case Study | Vexata

Background

Vexata is a next-generation dense storage provider, currently operating in stealth mode, building the industry’s fastest and most cost-effective Enterprise storage system. The company is venture-backed and founded by experienced storage and server executives out of EMC, Brocade, and VMWare. Vexata’s unique architecture drives extremely high bandwidth and ultra-low latency at a low cost, and is true scale-out architecture.

Why Choose Colocation?

We have some very dense equipment needs. We needed to use a colocation provider for equipment testing, and needed a system that was high-end with strong power and cooling capabilities, while being able to scale efficiently. Another requirement was to find a Colo that provides strong IT expertise and customer service within a close geographic range. There are a lot of Colos in the Valley, and some are capable of handling this and that, some are not. Colovore was referred to us, and after paying them a visit, we found that we really liked who they are. Impressed with their amazing infrastructure, we felt comfortable and excited to take it a step further.

At a Glance

What they needed

A Colo with extreme power density and scalability to support their agile growth.

What they received with Colovore

A scalable, high-power density Colo with great infrastructure and customer support to assist in deploying their lab and test environment test equipment and ultimately bring their product to market.

“In more than one instance, Colovore has gone above and beyond. If they can make it happen - they will. They treat us like we’re a part of their team. It doesn’t feel like a transactional relationship. They are motivated to make us succeed. They truly want us to do well. Selling more racks is not what drives them.”

- Surya Turaga, VP of Business Operations, Vexata
Why Colovore?

We knew we needed a solution, and we needed it fast as we were proceeding and growing quickly. With our specific requirements, we recognized that Colovore clearly had a vision. They built their system from the ground-up, thus were able to provide us with high-density colocation with ample power and cooling. For us, scalability was vital, and we can scale using far fewer racks at Colovore than other providers. When we met them, they had a clear understanding of the needs of a start-up. There was a high level of comfort because their IT expertise is strong and that is something we valued in getting our first Colo set-up. They worked with us with extreme flexibility and support and have been willing to accommodate every unique requirement and concern we had. We were able to scale our testing as needed, make changes whenever needed, and we never worried about the infrastructure being down or unavailable. Colovore has helped us in bringing our product to market and enabled our company to grow without having to grow our own infrastructure. It is a partnership in that sense.

Would you recommend Colovore to another start-up?

Yes - most definitely. Their power capabilities are unique, they have brought great qualitative value to us and are very easy to work with. We have been quite successful getting our product and company to where it is in a short timeframe, because of Colovore.

About Colovore

Colovore was founded in 2012 by an experienced group of colocation, data center, and IT infrastructure executives. Our 9MW state-of-the-art data center in Santa Clara features power densities of 20 kW per rack and a pay-by-the-kW pricing model. We offer colocation the way you want it—cost-efficient, scalable, and robust. Colovore is backed by industry leaders including Digital Realty Trust.

For more information please visit www.colovore.com