**Customer Snapshot**

**CUSTOMER PROFILE**
Publicly-traded, global Fortune 500 enterprise based in Asia with annual revenues of $40 billion.

**INDUSTRY**
Provider of a wide range of consumer, commercial, and enterprise technologies.

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**CHALLENGES**
This customer, a large, global provider of technology for consumers and businesses, sought colocation space in Silicon Valley to support the rollout of a new hosted computing infrastructure platform. Based on dense hyperconverged infrastructure incorporating compute, storage, and networking in a 2U form factor, the company sought flexible, high-power data center capacity with a pricing model that would be cost-efficient to scale as the product gained traction. However, most providers could only offer 5 kW per rack which would only allow for the customer to populate the cabinet 50% full and none would allow the customer to pay for power as it grew (i.e., 1 kW at a time) but instead would force it to purchase full power circuits at each incremental step of growth. These factors increased costs and decreased operating efficiency.

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**SOLUTIONS**
Colovore has engineered its Santa Clara facility specifically to address the needs of modern, converged dense IT infrastructure. With modern liquid cooling and power densities of 20 kW per rack, wall-to-wall, Colovore provided the customer with racks it could stack full of its infrastructure while paying only for the power it drew, one kW at a time. Starting with an initial deployment of a single rack drawing 10 KW, the company has now expanded into multiple contiguous racks and has been able to scale its IT costs directly with its product and revenue growth, dramatically increasing operating and financial efficiency.

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**BENEFITS**
- Increased IT operating efficiency driven by fewer racks required, and deployed in a contiguous footprint
- Financial flexibility and savings achieved by only paying for power drawn, one kW at a time
- Built-in, easy scalability from day 1 with up to 20 kW available in every rack
- New product rollout risk reduced by tying IT deployment costs directly to product growth