

CUSTOMER PROFILE

Publicly-traded enterprise with revenues approaching \$1 billion, based in Silicon Valley.

INDUSTRY

Provider of IT security infrastructure and services.



CHALLENGES

This customer, a global provider of internet security technology for businesses, sought data center space in Silicon Valley when it decided to move its on-premise IT infrastructure into a colocation facility. As the company deployed newer and more powerful servers, its corporate data center was struggling to provide consistent power and cooling and increasingly experienced outages, all the while requiring more and more floorspace. In addition, with the company's rapid growth, management found it very expensive to maintain and difficult to support the operations of its 500 kW—and growing-- data center.

SOLUTIONS

Colovore provided the customer with a flexible, scalable caged environment to accommodate its near-term and longer-term IT requirements. With a 50 rack footprint, the customer has initial access to 750 kW of power capacity but it only pays per the kW consumed, satisfying its current IT load while maintaining capacity to grow by 50% in the same space.

BENEFITS

- Significant improvement in IT operations by utilizing Colovore's redundant, modern data center
- Ability to scale critical load by 50% in same footprint
- Pay-by-the-kW pricing model delivers savings and certainty by directly matching IT colocation expense to growth in IT
- High power densities enable successful rollout of advanced, Big Data IT products and infrastructure