Our customer is a leading, global provider of cloud software development platforms and tools, headquartered in San Francisco and growing rapidly with annual revenues approaching $300 million. The company serves nearly a third of the Fortune 100 with its modern cloud platform.

Why Choose Colocation?

We had about 100 racks in another datacenter, where we had multiple problems both on the facilities and operational side. We knew we were going to be doing a consolidation, but we also knew we needed more density due to the new hardware we would deploy, and wanted a smaller footprint with more scalable power per rack. This was not possible using the existing Colo we had partnered with, which kicked off our search for a new facility.

Why Colovore?

We underwent a pretty lengthy evaluation. We hired a consultant to assist us, who had great background in building datacenters and who understood our needs. We used his knowledge to provide us with a thorough evaluation and the state of the Colo Market.
Why Colovore (continued)

We were looking for high power density in a much smaller footprint that was reasonably priced, but we also needed strong IT support available on staff at the Colo. We narrowed it down to a few options, with a handful of Colos in Santa Clara, California, and another on the East Coast. Since it was our preference to keep it as local as possible, we voided out the East Coast option. We evaluated all Colos against the same set of criteria. At the end of the day, Colovore provided power and density far beyond our requirements and were able to provide it at a reasonable price, with 24/7 operational support. This was great for us because it gave us what we wanted today and provided us with the ability to grow and scale at the rapid level we are comfortable with. They understood our stance and the types of commitments we wanted to make with leasing and accommodated our needs perfectly.

Would you recommend Colovore to another start-up?

Definitely. We evaluated many data center providers across the US, both wholesale and retail, and none could compete with Colovore’s power density, ease of scalability, and price.

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