

# 2019 WINTER CUSTOMER SUCCESS REPORT

---

COLOCATION SERVICES CATEGORY



**featured**  
customers

# COLOCATION SERVICES OVERVIEW

Colocation services allow businesses to host their data in a third-party data center that has privately-owned networking equipment and servers. Instead of maintaining servers in-house, at a private data center, or in offices, enterprises can elect to co-locate their infrastructure by renting space in a colocation center.

Unlike other types of hosting where clients can rent server space owned by a hosting vendor, with collocation, the client owns the server and rents the physical space needed to house it in a data center. The colocation service rents out data center space where clients can install their equipment. It also provides the cooling, IP address, bandwidth, and power systems that the customer needs to deploy their servers.





## CUSTOMER SUCCESS SCORING METHODOLOGY

The FeaturedCustomers.com Customer Success score is based on data from our customer success content platform, social presence, as well as additional data aggregated from online sources and social media properties. Our ranking engine applies an algorithm to all of the data collected to calculate the overall Customer Success score. The overall Customer Success score is a weighted average based on 3 parts:

Content Score is affected by the following:

1. # of vendor generated customer success content pieces (case studies, success stories, testimonials, and customer videos)
2. Content quality score generated from all customer success content
3. % Change in Content over past 6 months
4. Number of employees (based on social media and public resources)

Social Score is affected by the following:

1. # of LinkedIn followers
2. # of Twitter followers
3. # of Facebook likes
4. Number of employees (based on social media and public sources)
5. Engagement across all platforms

Company Score is affected by the following:

1. Number of employees (based on social media and public resources)
2. Vendor momentum based on web traffic and search trends
3. Employee satisfaction and engagement (based on social network ratings)
4. % traffic increase to your Customer References
5. Lower Funnel SEO Key Term Rankings

## CUSTOMER SUCCESS AWARDS



### Market Leader (90 - 100)

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



### Top Performer (85 - 89)

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Leader.



### Rising Star (80 - 84)

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

# ALL VENDORS





DIGITAL REALTY



## ABOUT DIGITAL REALTY

Digital Realty focuses on delivering client-driven data center and colocation solutions by providing secure, reliable and cost effective facilities that meet each client's unique data center needs. Digital Realty's clients include domestic and international companies across multiple industry verticals ranging from information technology and Internet enterprises, to manufacturing and financial services. Digital Realty's 100+ properties are located across 30+ markets throughout Europe, North America, Asia and Australia.

### TRUSTED BY:



AT&T



client instant access



IBM Cloud



ADVANCING HEALTHCARE IT

"Having Service Exchange not only lowers the cost of our bandwidth by 80%, it also makes setting up the virtual environment much easier."

Dmitriy Karpman  
CTA and Founder, Hive

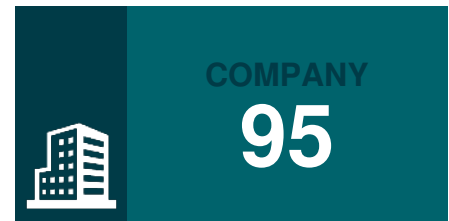
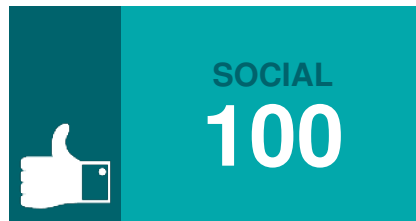
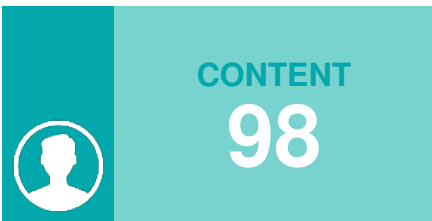
"We now have 10x the bandwidth with painless provisioning to difference cloud service providers."

Brad Schwartz  
IT Project Manager, Client Instant Access

"Proximity to our customers is crucial to driving innovation and improving a better end-user experience. We turned to Digital Realty to assist us in our international expansion efforts because their facilities gave us a way to rapidly deploy and get our data center operations live quickly."

Francisco Romero  
Chief Operating Officer, IBM SoftLayer

"With Service Exchange, I can rapidly create a connection to Microsoft Azure in a day."



READ ALL 91 CUSTOMER SUCCESS REVIEWS FROM DIGITAL REALTY USERS



## ABOUT EQUINIX

Equinix connects the world's leading businesses to their customers, employees and partners inside the most interconnected data centers. In 40 markets across five continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies.

### TRUSTED BY:



"The speed with which we're rolling out 4G in the UK means we needed a data centre provider capable of moving at the same pace. We rely on Equinix to help us support the exponential growth rate of mobile data and video."

**Matt Stagg**  
Senior Manager of Network Strategy, EE

"Working with Equinix is helping us to win customers for two main reasons: first, access to a community of prospects through the Equinix Marketplace. Secondly, the cost optimisation, reliability and flexibility of the Equinix data centre facilities allow us to offer a best-in-class IP voice solution to our customers."

**Andy Chalkley**  
Head of Data Centres & Service Providers, Gamma

"A high-performance global network is key to facilitate collaboration that will enable CDM Smith to deliver new innovative solutions to our customers, and Equinix is delivering a complete solution."

**David Neitz**  
CIO, CDM Smith

"Besides reducing the number of incidents such as link failure by 90%, with Equinix we are sure that our information and our clients' are safe, with no risk of data loss or intrusion. Having such infrastructure would cost very high initial investments. Therefore, we could also reduce infrastructure and support costs."

**Martin Haber**  
CIO, ID Logistics



[READ ALL 308 CUSTOMER SUCCESS REVIEWS FROM EQUINIX USERS](#)





## ABOUT CORESITE

CoreSite Realty Corporation (NYSE:COR) delivers secure, reliable, high performance data center solutions across eight key North American markets. More than 1200 of the world's leading enterprises, network operators, cloud providers, and supporting service providers choose CoreSite to connect, protect and optimize the performance sensitive data, applications and computing workloads. Their scalable, flexible solutions and 450+ dedicated employees consistently deliver unmatched data center options all of which leads to a best-in-class customer experience and lasting relationships.

### TRUSTED BY:



"CoreSite's data centers offer a blank canvas for us to design, build, and configure everything just as we need it to be. Very few providers offer that level of customization and flexibility, and almost none of them can deliver it in the locations we need."

Searl Tate  
Director of Engineering, Paul Hastings

"CoreSite's Open Cloud Exchange gives us unparalleled visibility and access to a growing community of prospective buyers and business partners. It's much easier now for us to create new business opportunities we might otherwise not have had."

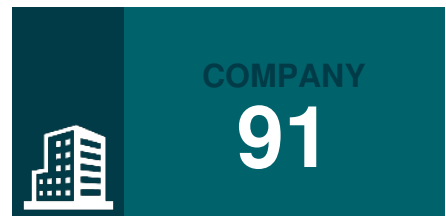
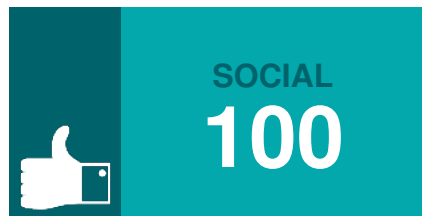
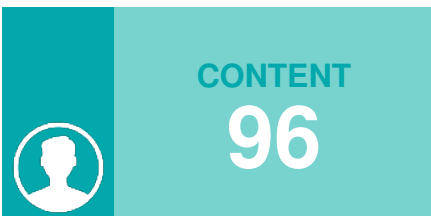
James Jun  
Co-founder and Managing Partner, TOWARDEX

"The CoreSite Open Cloud Exchange is an exciting solution that supports our Network Enabled Cloud strategy by making it easier for our customers to connect with conventional carriers and cloud service providers. CoreSite has done a tremendous job unifying the market in one place, which empowers us to grow our business faster and more cost..."

Amador Lucero  
COO, XO Communications

"The great thing about working with CoreSite is that we don't have to micromanage them through the build because they've got a great team of experienced professionals. We manage a large number of builds with a fairly remote and lean team globally, so having a team we can trust to get the job done day in and day out is a huge confidence builder."

Andrew Haynes  
Chief Operating Officer, Telia Carrier



[READ ALL 51 CUSTOMER SUCCESS REVIEWS FROM CORESITE USERS](#)



## ABOUT RACKSPACE

Rackspace (NYSE: RAX) is the #1 managed cloud company. Rackspace's technical expertise and Fanatical Support® allow companies to tap the power of the cloud without the pain of hiring experts in dozens of complex technologies. Rackspace is also the leader in hybrid cloud, giving each customer the best fit for its unique needs whether on single- or multi-tenant servers, or a combination of those platforms. Rackspace is the founder of OpenStack®, the open-source operating system for the cloud. Based in San Antonio, Rackspace serves more than 200,000 business customers from data centers on four continents. It ranks #29 on Fortune's list of 100 Best Companies to Work For.

### TRUSTED BY:



"We partner with Rackspace because we believe Rackspace is a best-in-class solution provider for the kinds of needs that our clients have. We typically work with Fortune 50 or Global 200 kinds of customers. They're looking for effectiveness and efficiency and a range of services that meet their specific needs, project by project. Rackspace offers that..."  
**Robert Willms**  
CEO And President, Optaros

"Rackspace shines not only in the infrastructure or the technical services they provide, but also by providing that layer of support where you feel like you are in good hands. When you are in a crisis situation—your website is down, you have people unable to get to your site to buy tickets, management is on the other side screaming— you don't..."  
**Pat Symchych**  
Web Developer and Manager, Schlitterbahn

"By using some of the technologies that we've been using with the support of Rackspace, we've been able to recognize there really is no ceiling to what we can do for our clients, and that's exciting."  
**Mark Dumas**  
CEO, PlanetRisk

"Coming to Rackspace is an absolute no-brainer. The customer support at Rackspace, the custom configurations that we have at Rackspace, the flexibility of all the products at Rackspace, the people at Rackspace – it is a people company."  
**Lee Harrison**  
CEO, Thru Inc.



[READ ALL 872 CUSTOMER SUCCESS REVIEWS FROM RACKSPACE USERS](#)





## ABOUT CYRUSONE

CyrusOne (NASDAQ: CONE) is a high-growth real estate investment trust (REIT) specializing in highly reliable enterprise-class, carrier-neutral data center properties. The Company provides mission-critical data center facilities that protect and ensure the continued operation of IT infrastructure for nearly 1,000 customers, including 195 Fortune 1000 companies and nine of the top 10 cloud providers.

### TRUSTED BY:



"In the event of a disaster, it's imperative that we maintain access to our business-critical systems. In addition, the high availability and redundancy built into their infrastructure and a close attention to detail and customer service were exactly what we were looking for in a data center partner."

**Scott Gautreau**  
Manager of Technology, Turner Industries

"CyrusOne was an ideal partner to provide data center services for our operations. We were impressed with how they design and operate their innovative facilities. Along with working with multiple carriers, having the necessary power redundancies, and providing disaster recovery services, their security features are top notch, which is essential in the..."

**Todd Thomas**  
Chief Information Officer, Austin Radiological Association

"CyrusOne has been very accommodating to our needs and their hands-on approach has made this transition really perfect."

**Barry Roelofs**  
CTO, MultiPlan, Inc.

"In order to deliver the best possible experience for all customers, we must have a production and disaster recovery solution that will deliver optimal uptime. The high levels of resiliency and redundancies in CyrusOne's data center are exactly what we were looking for."

**Bob Tester**  
Senior Infrastructure Architect, The CINgroup



[READ ALL 52 CUSTOMER SUCCESS REVIEWS FROM CYRUSONE USERS](#)



## ABOUT SUNGARD AVAILABILITY SERVICES

Sungard Availability Services is a leading provider of critical production and recovery services to global enterprise companies. Sungard AS partners with customers across the globe to understand their business needs and provide production and recovery services tailored to help them achieve their desired business outcomes. Leveraging 35 years of experience, Sungard AS designs, builds and runs critical IT services that help customers manage complex IT, adapt quickly and build resiliency and availability.

### TRUSTED BY:

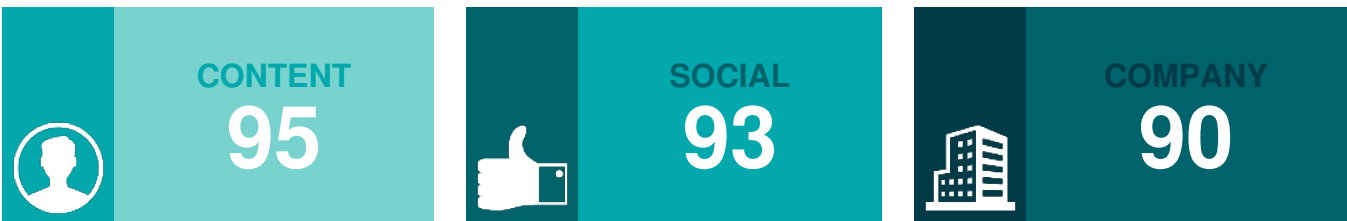


"The staff at SunGard has a very high level of professional expertise. They made sure that all deadlines were met, and helped us with any issues that arose."  
**Ponce Kenton**  
Vice President of Engineering, McKesson Health Solutions

"Sungard has been an excellent business partner. They do more than just provide services to us— they act as an extension of our IT staff, and offer very high-level expertise."  
**Jeff Baken**  
Data Center Manager, AmeriPride

"Sungard Availability Services is responsive in a very flexible way, and it's a big benefit to us. It makes them a better business partner, and frees us up to innovate in other ways."  
**Vincent Cirel**  
Cio, Norwegian Cruise Line, Norwegian Cruise Line

"Today our hospitality property management system is available to us from virtually anywhere, and that's attractive because we have so many office entities. The managed cloud service keeps it all operating smoothly."  
**Russ Potter**  
It Manager, Snowmass Hospitality



[READ ALL 222 CUSTOMER SUCCESS REVIEWS FROM SUNGARD AVAILABILITY SERVICES USERS](#)



## ABOUT QTS DATA CENTERS

QTS Realty Trust, Inc. (NYSE: QTS) is a leading provider of secure, compliant data center, hybrid cloud and managed services. QTS features the nation's only fully integrated technology services platform providing flexible, scalable solutions for the federal government, financial services, healthcare and high tech industries. QTS owns, operates or manages more than 5 million square feet of data center space and supports more than 1,000 customers in North America, Europe and Asia Pacific. In addition, QTS' Critical Facilities Management (CFM) provides increased efficiency and greater performance for third-party data center owners and operators.

### TRUSTED BY:



"We chose QTS because of their dedication to providing highly secure solutions that suit our company's needs. We are looking forward to strengthening our professional rapport with QTS, and to using their services for ItsOn's growth and expansion."

**Jim Lavine**  
Vice President, Carrier Operations and Intergration, ItsOn

"QTS has been outstanding to work with. Its team has truly been our partner. We receive daily emails on maintenance and status. QTS is very proactive."

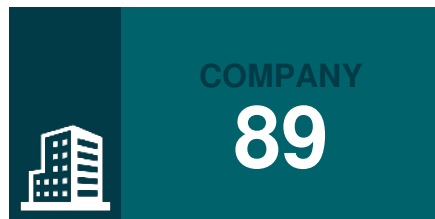
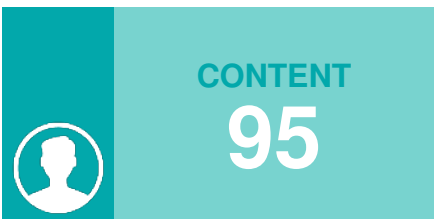
**Andrew McNicol**  
Technical Operations Manager, WellStar Health System

"Working with QTS has been an efficient and proactive process. Two way communication enabled us to tackle the complexities of transitioning a data center while maintaining momentum."

**Jason Sharples**  
Vice President of Infrastructure, Global Payments

"QTS didn't try to sell us a product, but instead helped our company craft a solution that best enabled us to meet the demands of our customers."

**Ed Ulmer**  
Vice President, Barefoot Technologies



[READ ALL 22 CUSTOMER SUCCESS REVIEWS FROM QTS DATA CENTERS USERS](#)



## ABOUT NTT COMMUNICATIONS

NTT Communications provides consultancy, architecture, security and cloud services to optimize the information and communications technology (ICT) environments of enterprises. These offerings are backed by the company's worldwide infrastructure, including the leading global tier-1 IP network, the Arcstar Universal One™ VPN network reaching 196 countries/regions, and over 140 secure data centers worldwide. NTT Communications' solutions leverage the global resources of NTT Group companies including Dimension Data, NTT DOCOMO and NTT DATA.

### TRUSTED BY:



L'OCCITANE  
EN PROVENCE

**RICOH**  
imagine. change.

SHISEIDO

**TOSHIBA**

"It is very convenient that the service can be used right away whenever we need it. There is much more communication now both inside and outside the company. We use the service for training as well as for meetings."

Yusuke Hashimoto  
Deputy Manager, Mitsui Sumitomo Insurance Company, Limited

"NTT Communications has a track record of diverse solutions, so we were confident they would be a strong partner."

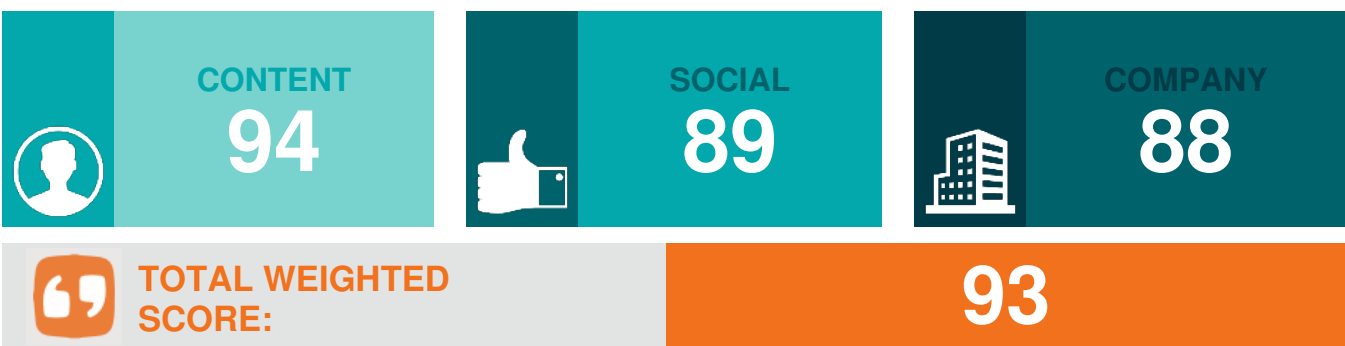
Hideyuki Takemura  
Assistant Manager IT Project Planning & Management, Japan Airlines

"We were able to implement a high-quality network to serve as the lifeline for Hitachi's global promotion of its Social Innovation Business strategy."

Eiji Katoh  
Senior Manager, Hitachi

"We look forward to further support from NTT Com, with its versatile services and high reliability, toward the fulfillment of our project goals."

Minehiro Akasaki  
General Manager, Asahi Glass Co. Ltd.



[READ ALL 91 CUSTOMER SUCCESS REVIEWS FROM NTT COMMUNICATIONS USERS](#)





## ABOUT TIERPOINT

TierPoint is a leading national provider of hybrid IT services that help clients improve response times, drive performance and manage risk. The company offers state-of-the-art cloud, colocation and managed services, backed by 39 highly-redundant, carrier-neutral data centers in 20 markets coast to coast.

### TRUSTED BY:



"Migrating our systems and software to the TierPoint cloud has allowed us greater flexibility in reacting to capacity problems. Our turnaround times for adding additional processing power or storage space has gone from weeks to minutes."

**Dan Pupek**  
Chief Systems Architect, Certified Scrum Master Nexport Solutions, OKC, Darwin Global, LLC

"We've been able to build great relationships with TierPoint, in particular with the lead technical personnel and our account manager, who support our company. They go above and beyond, providing that next level of support that others don't. We find that everyone is very responsive to our needs, to the point that it sometimes feels like we have a support..."

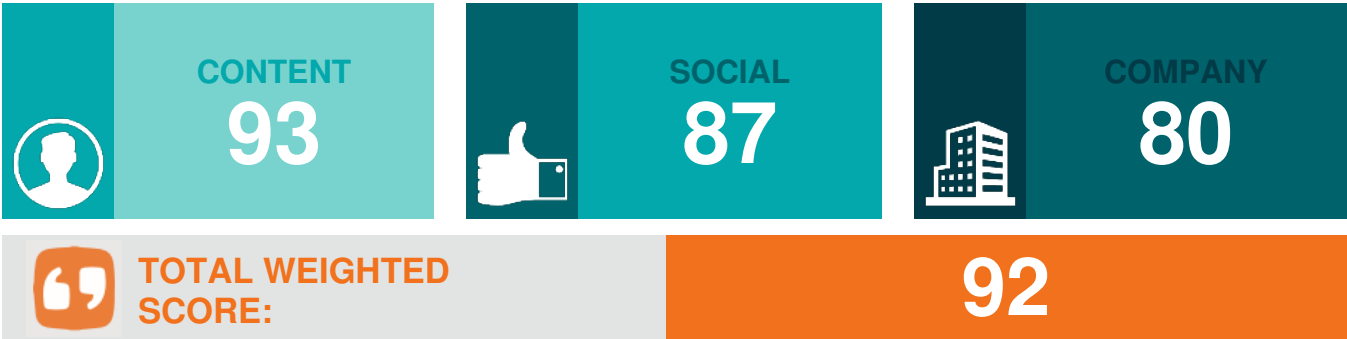
**Kat Shenoy**  
President & SEO, E-SoftSys

"TierPoint came to the table with a solution that met all our requirements within the budget we had assigned. The systems worked flawlessly and the TierPoint security staff was a joy to work with as we installed and learned the new system. We couldn't be happier!"

**Brad Buckmaster**  
IT Director, Plaid Pantry

"As a business focused on continually delivering current and effective clinical trial data management solutions, we don't have the desire to commit valuable time and resources to develop and maintain the level of system expertise that a company like TierPoint can provide."

**John Schwoppe**  
CEO & Founder, Simplified Clinical



[READ ALL 41 CUSTOMER SUCCESS REVIEWS FROM TIERPOINT USERS](#)



## ABOUT FLEXENTIAL

Flexential stands for something not often found in the world of IT transformation: the human touch. The best infrastructure solutions aren't about infrastructure, they're about people. With a mission to accelerate customer success through people and technology, they build trusted relationships and deliver tailored, value-added and reliable solutions to demonstrate the power of people in a technical world. Flexential is deeply invested in the success of their 4,200+ customers, who trust them to deliver core data center solutions of colocation and connectivity, as well as cloud, managed solutions and professional services.

### TRUSTED BY:



"We look forward to more business interactions with the expert team from Peak 10 as we take advantage of its unique product offering. We feel confident that we've found a cost-effective solution that will grow with us."

**Anne Rivenbark**  
Chief Operating Officer, Community Home Care & Hospice

"Knowing that cooling, heating, fire prevention, power, and security are being managed for us on a larger, more reliable scale, and in a way that's more affordable for us, is the biggest benefit of working with Peak 10 + ViaWest."

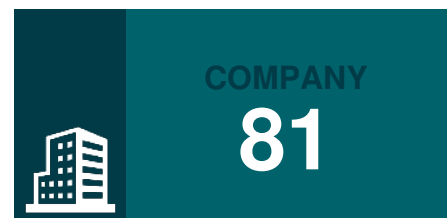
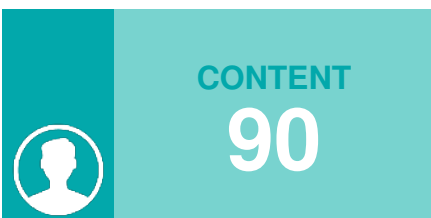
**Dean Spencer**  
Vice President - Information Technology, Crescent Communities

"Flexential was one of the few vendors that said they had cloud infrastructure and data centers that had been audited for HIPAA/HITECH. Other vendors just said they were secure. It would have been up to us to make our IT environment fit our compliance needs."

**Bert Hardy**  
CIO, Fusion

"All hosting facilities are great when everything is running smoothly. It's not until you need a quick turnaround that you see how good or bad your partner really is, Peak 10's speed in solving issues for us is remarkable. The level of support surpasses our expectations. They are truly a great partner."

**Jean-François Blachon**  
Chief technology officer, MFG.com



[READ ALL 204 CUSTOMER SUCCESS REVIEWS FROM FLEXENTIAL USERS](#)





## ABOUT INAP

Internap Corporation (NASDAQ: INAP) is a global provider of performance-driven, full-spectrum data center and cloud solutions. Through its portfolio of high-density colocation, managed cloud hosting and powerful network services, INAP partners with its customers, who range from the Fortune 500 to emerging startups, to create secure and scalable IT infrastructure solutions. INAP operates in 53, primarily Tier 3 design data centers in 21 metropolitan markets and has 102 POPs around the world. INAP has over 1 million gross square feet in its portfolio, with approximately 600,000 square feet of sellable data center space.

### TRUSTED BY:



"We wanted a partner with a strong local presence and a global reach, who could really speak to the uptime requirements of our network. Internap's MIRO technology, which finds the best route for traffic through multiple suppliers, really set them apart from other providers that we met."

Charlie Alsmiller  
Founder and CEO, Aptterra

"Internap provides us with a CDN that meets our unique requirements, which no one else would accommodate. Our customers include major college football programs from the nation's top conferences, so we need to make sure that our video footage is available 24/7. Internap has come through on every angle, and that gives me peace of mind."

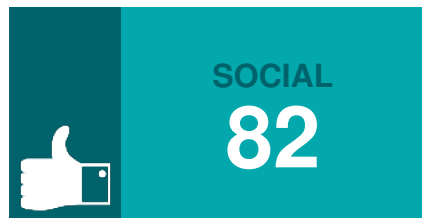
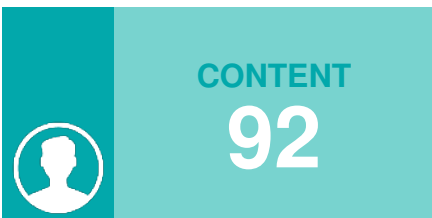
Chris Griffin  
President, Digital Sports Video

"We have partnered with Internap since the very beginning because we have a number of different platforms, some of which are very rich in video and multimedia, that require a lot of streaming and bandwidth capabilities."

Keith Blase  
Founder, FlexxCoach

"Before moving to streaming content, we were spending well in excess of \$250,000 a year shipping tapes, CDs and DVDs to our students."

George Wright  
Director, Georgia Tech



[READ ALL 31 CUSTOMER SUCCESS REVIEWS FROM INAP USERS](#)



## ABOUT LEASEWEB

LeaseWeb is one of the world's largest hosting brands offering a broad portfolio of public and private cloud, bare metal servers, colocation and CDN services, all backed by a low-latency global network with over 5.5 Tbps of capacity. Leaseweb has the experience and expertise to connect customers to solutions that fit their unique infrastructure needs while helping them achieve their business goals.

### TRUSTED BY:



<p>"LeaseWeb's exceptional uptime, 24/7 support and ability to support our growth plans globally help us maintain a high degree of quality when making our games."</p> <p><b>James Maxwell</b> Creative Assembly</p>	<p>"LeaseWeb's support department never closes and their engineers are always ready to solve any hardware or network issue."</p> <p><b>Tim Oosterbaan</b> Intrastores</p>
<p>"LeaseWeb is a very secure and reliable IaaS provider that offers excellent global connectivity and leading-brand hardware at competitive prices."</p> <p><b>Dreas van Donselaar</b> SpamExperts</p>	<p>"We are looking forward to more global expansion and building more services on the infrastructure Leaseweb provides."</p> <p><b>Jeroen Boks</b> Chief Information Officer, TOPdesk</p>



[READ ALL 74 CUSTOMER SUCCESS REVIEWS FROM LEASEWEB USERS](#) 





## ABOUT NAVISITE

Navisite, LLC, a part of Spectrum Enterprise, is a leading international provider of enterprise-class, cloud-enabled hosting, managed applications and services. Navisite provides a full suite of reliable and scalable managed services, including Application, Cloud Desktop, Cloud Infrastructure and Hosting services for organizations looking to outsource IT infrastructures to help lower their capital and operational costs. Enterprise clients depend on Navisite for customized solutions, delivered through an international footprint of state-of-the-art data centers.

### TRUSTED BY:



"Our move to NaviSite addressed the issue we had of building something ourselves that wouldn't scale. NaviSite's VMware based cloud had the scale that we were looking for right out of the gate, and now it's helping us address our multitenant architecture."

**Dave Marble**  
Chief Executive Officer, OSHEAN

"The main benefit of our experience with TWCBC (TWCBC is now Spectrum Enterprise) is peace of mind, [giving] us constant and consistent access regardless of outside factors, plus scalability as the amount of data and our business continue to grow."

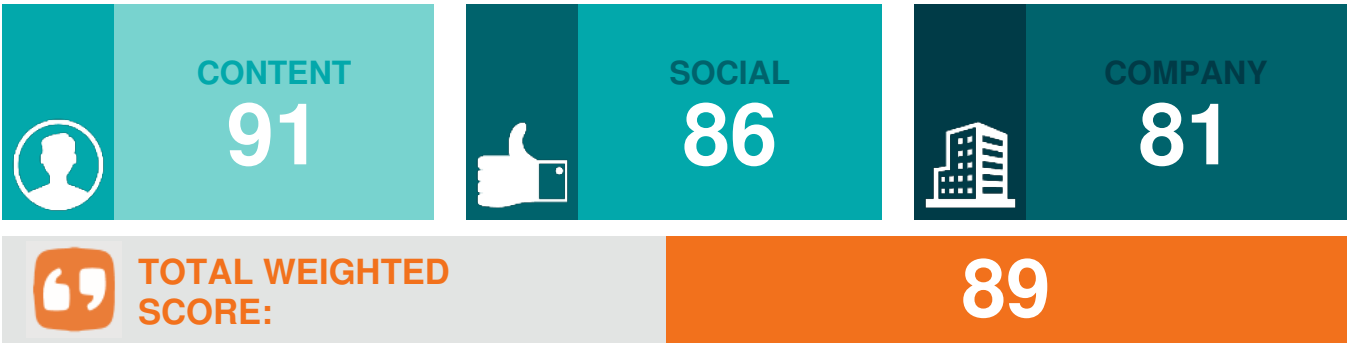
**David Wilner**  
Chief Operating Officer, Fronteo

"We have been very pleased with the move of our colocation services to Navisite. We have found them to be exceptionally customer focused, presenting us with a very economical solution."

**Alex Harrington**  
Chief Executive Officer, SNAP Interactive

"We've always been a very happy customer, but there's a reason for that: Navisite has taken very good care of us. That responsiveness is important. I feel we are a true partner, and that's how I represent Navisite [to our clients]."

**Steven Heffter**  
Co-founder & Chief Technical Officer, Proposal Software



[READ ALL 78 CUSTOMER SUCCESS REVIEWS FROM NAVISITE USERS](#)



## ABOUT HOSTWAY

Hostway Services, Inc. is a leader in Cloud, Managed, Web and Hybrid Hosting. Hostway delivers reliable, secure, and scalable Infrastructure as a service (IaaS) solutions to over 500,000 customers worldwide. Hostway has emerged as one of the largest cloud hosting and Infrastructure as a Service providers in the world due to the company's expertise in developing secure, multi-tenant hosting environments and is committed to providing SMB's and large enterprises with cost effective business solutions. Hostway's core products include Managed Hosting, Cloud Hosting, Web Hosting, and Email and Applications.

### TRUSTED BY:



DATABERRY



IMAGES



"As a political and cultural news site, we saw a huge spike in traffic during election week and an unexpected issue with our Microsoft platform. Hostway worked with us to immediately address the issue and was able to expedite our support request to get us to the scale we needed in just a few hours."

**Charley Stran**  
TheBlaze

"We're not a big company – our ability to supervise a managed environment is limited. We get more management out of Hostway's cloud than out of our own managed servers. If it is about the bottom line, we pay less for cloud. If it's about managing risk, Hostway's cloud has definitely reduced security and scalability risks."

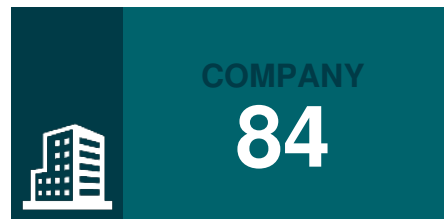
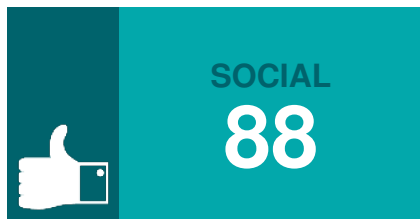
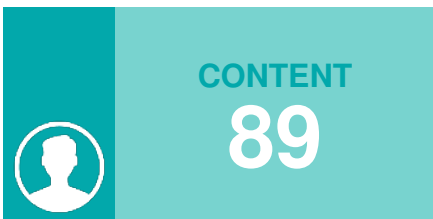
**Scott Montgomery**  
Founder, CloudKey

"Hostway's infrastructure enables us to provide top-notch development services with no delays resulting from network or server downtime. It lets us show customers how fast we can work for them, and how well our products can perform."

**Jared Haggerty**  
Solutions Consultant, Databerry

"I can add or subtract servers according to my business needs – no other hosting company I considered gave me this kind of flexibility coupled with a 100% network uptime guarantee."

**Mike Schwarz**  
President, clubZone



[READ ALL 59 CUSTOMER SUCCESS REVIEWS FROM HOSTWAY USERS](#)



## ABOUT COGECO PEER 1

Cogeco Peer 1 is a wholly-owned subsidiary of Cogeco Communications Inc. (TSX:CCA) and is a global provider of essential business-to-business products and services, such as colocation, network connectivity, managed hosting, cloud services and managed services, that allow customers across Canada, Mexico, the United States and Western Europe to focus on their core business. With 16 data centers, extensive FastFiber Network® and more than 50 points-of-presence in North America and Europe combined, Cogeco Peer 1 is a trusted partner to businesses small, medium and large, providing the ability to access, move, manage and store mission-critical data worldwide, backed by superior customer support.

### TRUSTED BY:



"While their pricing and network performance has been outstanding, it is Cogeco Peer 1's commitment to customer service that truly sets them apart from other network providers."

Paul Dhingra  
Chief Information Officer, Christie Lites

"Cogeco Peer 1 has been able to provide continued reliability and outstanding knowledge of their systems. It has been the most reliable net work and can grow alongside our business. The solution was efficient, cost effective and practical."

Robin Nelson  
IT Director, Roots Canada

"One of the main differentiators for Cogeco Peer 1 is their attitude. They provide the high level service expected from one of the large telecoms, but without the large telecom attitude."

Robert Smith  
Technology Consultant, MaRS Discover District

"We've been using Cogeco Peer 1 for almost two years and we know that with their help we can sleep at night."

Daniel Barnett  
Founder, WORKetc



[READ ALL 49 CUSTOMER SUCCESS REVIEWS FROM COGECO PEER 1 USERS](#)



## ABOUT RAGINGWIRE DATA CENTERS

RagingWire Data Centers designs, builds, and operates mission critical data centers that deliver 100% availability and high-density power. The company currently has over 80MW of critical IT load spread across nearly 1 million square feet of data center infrastructure in Northern California and Ashburn, Virginia, with significant growth plans in both locations, Texas, and other top North American data center markets.

### TRUSTED BY:



**GROUPON** zendesk



"We've been with RagingWire for over a decade, and we are very happy with the data center services they provide us."

Ken Tolland  
Vice President of Global Shared IT Operations, Flextronics

"We needed a data center that could handle the high density power requirements of new applications and technologies that we would be building and deploying there. Our migration to RagingWire has been smooth and the customer service is industry-leading."

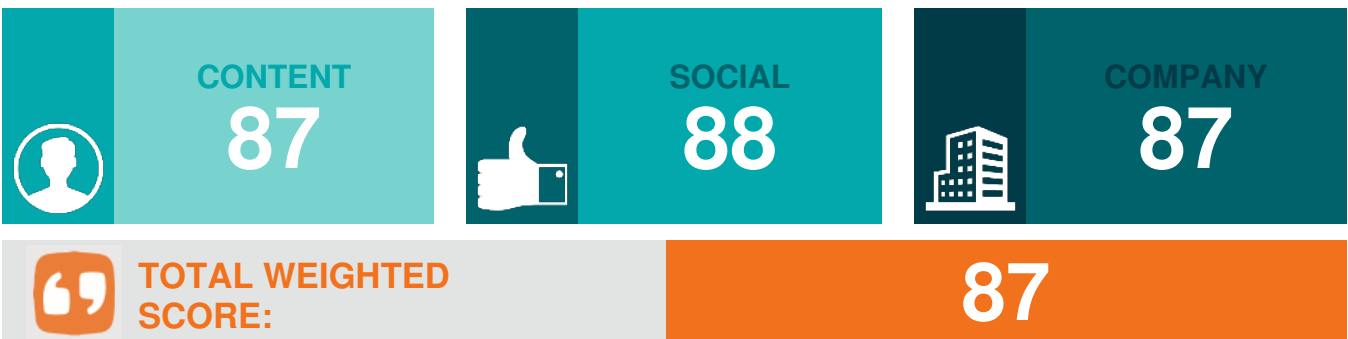
Paul Hands  
Director of Operations and Infrastructure, StumbleUpon

"RagingWire provided us with exactly what we needed in a timely and efficient manner, helping to ensure that we are able to support our increased traffic demands as our business grows."

Harmail Chatha  
Director Global Data Center Operations, Groupon

"We needed a facility that offered solid systems around power, environment, and security, plus abundant space to house our servers and expand our pods."

Steve Loyd  
Director of Operations, zendesk, Zendesk



[READ ALL 23 CUSTOMER SUCCESS REVIEWS FROM RAGINGWIRE DATA CENTERS USERS](#)



## ABOUT INTERXION

Interxion is a leading provider of carrier and cloud-neutral colocation data centre services in Europe, serving a wide range of customers through 45 data centres in 11 European countries. Interxion's uniformly designed, energy efficient data centres offer customers extensive security and uptime for their mission-critical applications. Interxion has created connectivity, cloud, content and finance hubs that foster growing customer communities of interest.

### TRUSTED BY:



"Our customer's trust us to help them transition to the cloud in a smooth and secure manner. Working with Interxion's secure, highly connected data centre helps cloud computing become a reality."

**Des Lekerman**  
CEO, TIG

"A carrier-neutral data centre that offers the best possible connectivity and a highly available, flexible, high-speed infrastructure is essential to our ability to provide highperformance, failsafe MPLS networks. Interxion meets all of these criteria."

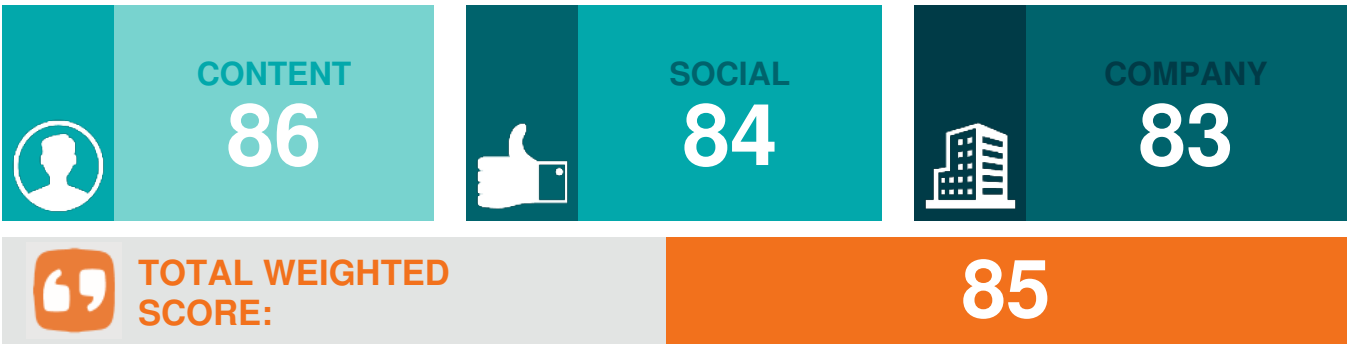
**Michael Martens**  
CEO and Managing Director, Riedel Networks GmbH

"Interxion was our first choice for quality, reliability and scalability. They combine outstanding flexibility with meticulous processes and a reassuring attention to detail."

**Diego Cabezudo**  
CEO, Gigas

"Interxion is interested in their customers' roadmaps and keen to help them grow their businesses, and we're benefiting from that."

**Mitesh Patel**  
Managing Director, Fifosys



[READ ALL 150 CUSTOMER SUCCESS REVIEWS FROM INTERXION USERS](#)



## ABOUT ONENECK IT SOLUTIONS

OneNeck IT Solutions LLC, a wholly owned subsidiary of Telephone and Data Systems, employs nearly 550 people throughout the U.S. The company offers hybrid IT solutions including cloud and hosting solutions, managed services, enterprise application management, professional services, IT hardware and local connectivity via top tier data centers in Arizona, Colorado, Iowa, Minnesota, Oregon and Wisconsin. OneNeck's team of technology professionals manage secure, world class, hybrid IT infrastructures and applications for businesses around the country.

### TRUSTED BY:



Minneapolis  
City of Lakes



COLORADO  
Department of Education

Russell Stover  
CHOCOLATES



musicnotes.com  
download sheet music



"When you're trying to do more with less, you either reach out to the service community or hire more people. Being able to reach out to OneNeck and augment my staff, well, it's made my life easier."

James Harvey  
Vice President of Systems, Bankrate, Inc

"Flexibility was important in our choice, If we need additional services down the road, we already have a partner that can deliver in OneNeck."

Jeff Gresenz  
IT Operations Manager, CHS Inc.

"In project planning and implementation, from start to finish, OneNeck was amazing. They always ask the questions that we would have never thought to ask, and the follow up afterwards is so thorough. We absolutely made the right choice to go with OneNeck."

Connie Snitker  
Director of Technology Operations, Mount Mercy University

"OneNeck IT Solutions always kept our best interests in mind. They helped us find solutions that would support our already existing infrastructure, then went the extra mile to offer solutions that we never even thought to plan into our IT strategy."

Jeremy Pearson  
Supervisor of Information Technology, Fort Dodge Community School District



[READ ALL 70 CUSTOMER SUCCESS REVIEWS FROM ONENECK IT SOLUTIONS USERS](#)



## ABOUT EXPEDIENT

Expedient is a cloud and data center infrastructure as a service (IaaS) provider with local operations in Pittsburgh, PA; Baltimore, MD; Boston, MA; Cleveland, OH; Columbus, OH; Indianapolis, IN and Memphis, TN. Ranked as one of the Top 10 managed services providers worldwide on the 2017 MSPMentor 501 list, Expedient's converged solutions enable clients to focus on strategic business innovation, while the Expedient team handles operation of the information technology needed to support it.

### TRUSTED BY:



"The greatest benefit to partnering with Expedient is the ability to scale out quickly and scale our production environment as the business grows. It gives us the ability to exceed our customers' needs and expectations."

**Sean Vaden**  
Director of IT, irth Solutions

"We were at the point, from a compliance standpoint, that we were going to have to make a significant investment in an additional facility to get the kind of redundancy that we needed for our customers' sake and our own business sake, and we determined that it made more sense to entrust our environment to Expedient."

**Gary Watson**  
President & CEO, Elite Services

"We chose Expedient because we believe [it] served our purpose best and can provide a lot of tailored solutions. Plus, Expedient has very great facilities and a very good process of ensuring the compliance and data security, which would be extremely costly for us to meet those standards ourselves."

**Ziwei Yi**  
Manager of Data and Technology, MedCom Solutions

"We were really just trying to find a provider that did everything right with a price point that was acceptable. Expedient truly is that."

**Andy Mentges**  
CEO, Jumpline



[READ ALL 51 CUSTOMER SUCCESS REVIEWS FROM EXPEDIENT USERS](#)



## ABOUT VXCHNGE

vXchnge is a leading carrier-neutral colocation services provider dedicated to improving the business performance of its customers. vXchnge delivers unmatched brand protection and reliability to global and emerging growth brands through its data-center-as-a-service solution. Companies can leverage vXchnge’s interconnections and strategically located data centers to enable their digital transformations and cloud architectures.

### TRUSTED BY:



"vXchnge’s team has taken the time to intimately understand our Company and the unique needs that our online retail business requires. vXchnge’s ability to provide us with high standards of security along with flexibility, was a true differentiator driving our selection."

**Shlome Seidenfeld**  
CIO, B&H; Photo

"In addition to expediting processes, vXchnge has also taken the opportunity to provide tours to CIT’s customers and prospects in order to sell and advocate for the data center."

**Kyle Etter**  
Vice President and Chief Technical Officer, Computer Integration Technologies

"We see tremendous value and opportunity by deploying within the Secaucus facility. Our presence within vXchnge’s data center and the ecosystem of businesses and carriers we now have access to, not only augments our own network reach, but also enables future business growth."

**Michael Sevret**  
Executive VP & Chief Strategy Officer, Cross River Fiber

"vXchnge’s broad geographic footprint enables Cogent to reach more businesses and continue to offer the high quality services, we have committed to providing to customers. In addition, vXchnge has a strong record of operational resiliency and quality of service, which is required for us to continue to serve our customers as we do."

**Dave Schaeffer**  
CEO, Cogent Communications



[READ ALL 34 CUSTOMER SUCCESS REVIEWS FROM VXCHNGE USERS](#)



## ABOUT 365 DATA CENTERS

365 Data Centers is a leading provider of hybrid data center solutions in ten strategic edge markets. With data centers in Boca Raton, Buffalo, Chicago, Detroit, Fort Lauderdale, Indianapolis, Nashville, Philadelphia, New York and Tampa, the company has in place a total of 195,000 square feet, 13 MW of power, and a redundant, low latency, nationwide fiber network, including direct connectivity to the NAP of the Americas. Their robust, carrier neutral ecosystem and secure, reliable edge colocation, network, IP, DRaaS, backup, cloud compute and storage, and business continuity services help organizations reduce costs, drive innovation and improve their customer experience.

### TRUSTED BY:



"Utopia started with a local colocation provider, but they could not deliver the flexibility required for rapid expansion. We needed scalability and diverse carriers. The value provided by 365's flexibility and 'white glove' approach to customer service makes them the perfect partner for us."

**Eric White**  
President and CEO, Utopia Systems

"GLIDE's website and communications infrastructure are critical to our mission of serving thousands of San Francisco's poorest residents daily. The fact that we haven't had an interruption or downtime in eight years allows us to have peace of mind, and 365's extremely reliable facilities and services keep our day-to-day activities running..."

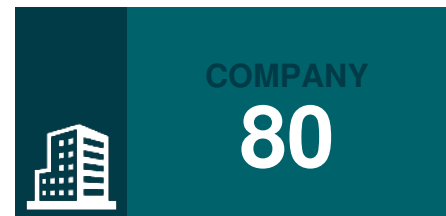
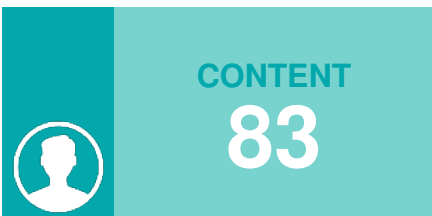
**Kristen Gowney Yamamoto**  
Co-Executive Director, GLIDE

"We saw incredible potential within 365 Data Centers' strategic locations throughout the U.S. to offer our services in many Tier 2 markets."

**Michael Hollander**  
Chief Executive Officer, MOD Mission Critical

"365 has a great facility and great staff. 365 has a proven track record of reliability and efficiency, and they know how to run data centers. They do a great job and give us peace of mind."

**Rusty Putzler**  
Vice President & Chief Operating Officer, Connectria Hosting



[READ ALL 23 CUSTOMER SUCCESS REVIEWS FROM 365 DATA CENTERS USERS](#)



## ABOUT COLOGIX

Cologix provides reliable, secure, scalable data center and interconnection solutions from 25 prime interconnection locations across 9 strategic North American edge markets. Over 1,600 leading network, managed services, cloud, media, content, financial services, and enterprise customers trust Cologix to support their business-critical infrastructure and connect them to customers, vendors and partners. Their dedicated, experienced local teams and scalable solutions enable them to provide industry-leading customer service and the ability to successfully support customers at the Internet's new edge.

### TRUSTED BY:



"Over the last two years, Hurricane Electric's presence with Cologix has enabled us to broaden our network reach through the opportunity for additional peering relationships while continuing our strategic, global expansion."

**Reid Fishler**  
Director of Carrier Services, Hurricane Electric

"As our business portfolio evolves, our customers are increasingly interested in colocation as part of their overall solution. Our relationship with Cologix enables us to address more customer opportunities with the confidence that their infrastructure will be well supported."

**Chris Lyons**  
Vice President of IT, Comcast Business

"Cologix presented a unique opportunity to deploy in the most resilient and connected data center in Columbus. With more than 40 on-site carriers, 100% uptime track record, innovative security features, and proactive customer service, Cologix was the ideal choice to further optimize the delivery of NewCloud's maximum-value cloud solutions to our..."

**Kris Hogaboom**  
Vice President, Engineering, NewCloud Networks

"We've had an excellent experience. It is easy to do business with Cologix through our straightforward contract. The interaction with the team is easy, and it's quick to set up a new cross connect. The key benefit of our relationship with Cologix is extending our services and client base."

**Alain Cormier**  
Executive Director of Business Development, NOVIPRO



[READ ALL 63 CUSTOMER SUCCESS REVIEWS FROM COLOGIX USERS](#)



## ABOUT SWITCH

Switch is a global technology infrastructure company whose core business is the design, construction and operation of ultra-advanced data centers, enabling the most powerful technology ecosystems on the planet. They believe that the future progress of humanity depends on the sustainable growth of the Internet. As more people, businesses, governments and devices come online, the need for advanced data centers increases, as does the growing need to power those data centers. At Switch, every team member is driven to produce real results for their clients – technologically and financially. Their technology collaboration ecosystem gives their clients access to virtually unlimited options for innovation, economies of scale, risk mitigation, sustainability and investment protection.

### TRUSTED BY:



"We chose Switch due to the state-of-the-art design and the excellence in data center management. Whether it be in areas of operational efficiency, security, or compliance; Switch has consistently demonstrated a higher standard for data center services which made the decision to host our services in Supernap an easy one."  
Donuts, Inc.

"I appreciate the great customer service and what the Switch team members do above and beyond the call of duty."  
SBWH

"We worked with a Switch technician on our network configuration and this individual provided great customer service and went above and beyond to get our redundant configuration working properly."  
Zynx Health

"Thank you. I really appreciate the work you do for Citrix on an ongoing basis. Switch is the best in the business and sets the standard in data center service."  
Citrix



[READ ALL 36 CUSTOMER SUCCESS REVIEWS FROM SWITCH USERS](#)



## ABOUT CROWN CASTLE FIBER

Crown Castle Fiber work closely with you to build a solution that allows you to run your organization today, while setting the stage for tomorrow’s most transformative innovations. Because they own their entire fiber network, they are directly invested in its integrity and can provide faster response times and issue resolution. Their dedication to the fiber business goes back over 20 years. They have recently strengthened that commitment with the acquisition of eight regional fiber providers, including Sunesys, Fibernet Direct, Wilcon and Lighttower.

### TRUSTED BY:



"The Crown Castle Fiber solution increased bandwidth between schools to provide faster file sharing, increased internet connection speed and more abilities for 21st century learning. We can confidently say that to this point, we have NEVER had a problem that involved the fiber."

**Michael Schwarz**  
Technology Manager, Hillside Board of Education

"Our fiber connection has given us the simple and reliable transport we needed. The Crown Castle Fiber staff has always been cooperative and helpful. We look forward to maintaining our relationship as our needs continue to grow."

**Anthony L. DeLorenzo**  
Associate Director, Department of Computer Services, Diocese of Trenton

"Crown Castle Fiber gave us a diversified, redundant network solution and implemented it in our 90–120-day timeframe. And their Network Operations Center is state of the art."

**Gladys Gonzalez**  
IT Director, City of Doral

"We were looking for a reliable company that was capable of taking care of all our needs. Everyone at Crown Castle Fiber—from those laying the lines to those in the executive suite—has been dedicated to servicing our company."

**Stuart Rosenberg**  
MBAF



**READ ALL 36 CUSTOMER SUCCESS REVIEWS FROM CROWN CASTLE FIBER USERS**

