

Cloud Services

Webair propelled the launch of its fully managed Cloud solution with support from Canada's network neutral colocation leader.

Webair has been a Cologix customer in Montreal for more than eight years, and has appreciated Cologix's focus on non-competitive, neutral colocation and ongoing technical support enhancements guided by the introduction of standards and procedures on the data centre floor.

As Webair planned for the launch of its fully managed, highly available and secure Private VMware-based Cloud solution in the Montreal market, the company naturally turned to Cologix's Montreal data centre to host the deployment. This was a strategic, demand-driven decision based in part on customer requests. With strong uptime performance, responsive service, robust connectivity and a dynamic ecosystem primed with opportunities, Cologix Montreal helped enable Webair's Private Cloud solution to the success it has today.



"We have **won deals** by having the Cologix Montreal facility in our roster. The neutral data centre environment has a number of sales opportunities within the **full ecosystem**. The ability to connect to all network providers also allows us to be flexible to adjust our network accordingly, which helps us **optimize our network and pass those benefits on to our customers.**"

– Sagi Brody, Chief Technology Officer, Webair

Requirements & Challenges

- Redundant & stable colocation infrastructure to enable Webair's Private Cloud solution
- Access to incumbent networks already working with Webair
- Non-competitive model with colocation provider
- 100% uptime environment

Solution

- Neutral infrastructure provider with highly developed ecosystem of cloud prospects
- Relentless, secure, purpose-built data centre
- Connectivity to Webair's New York & Los Angeles networks
- 24/7 expert technical support

Where Networks Connect



Colocation &
Interconnection
Case Study:

Cloud Services

“We like two elements of what Cologix is doing: 1) focusing on ecosystems in ‘Edge markets’ and 2) avoiding channel conflict by leaving the cloud and managed services space to best-in-breed competition. By deploying our enterprise-grade Private Cloud in the MTL2 facility, we provide customers colocated in the data centre with access to a fully managed and custom-built cloud platform that addresses their business-specific IT security, scalability and performance needs.”

– Sagi Brody, Chief Technology Officer, Webair

Results:

After spending ample time with Cologix's executive leadership, Webair found the two companies were on the same page regarding a partnership. Webair discovered that although Cologix has grown into a large company, there's still a great deal of agility with good response times and a professional yet non-corporate feel. Webair plans to focus on growth in Montreal to gain the following benefits with Cologix:

No Sales Rivalries

A driver behind Webair's expanded work with Cologix is the comforting fact that there is no channel conflict between the companies' product sets or go-to-market approach. Indeed, Cologix adds value to Webair's sales efforts within the facility by facilitating connections to an ever-growing set of potential on-net customers. Webair offers unique and fully managed Public, Private and Hybrid Clouds; Dedicated Servers; Colocation; CDN; Security; and Disaster Recovery as a Service (DRaaS) solutions, which in turn help build out the robust Cologix ecosystem. For these and other reasons, the company plans to continue expanding the healthy, complementary relationship with Cologix.

Webair's Canadian Facility

The Cologix Montreal data centre is Webair's principal Canadian facility, connected back to the company's New York and Los Angeles networks as part of Webair's critical infrastructure architecture. Because Webair has choice of 70+ networks to support its requirements to connect Montreal to the rest of its platform, Webair can confidently offer disaster recovery and replication services for customers over secure links without going through the Internet, which is a significant competitive advantage for the company.

24x7 Remote Hands – An Extension of the Team

Cologix's Remote Hands service is very important for Webair, with knowledgeable, dedicated technicians able to diagnose, run cables, facilitate hardware shipping and receiving, and other key tasks quickly and efficiently. Webair finds it can depend on Cologix's high-quality support without needing boots on the ground, which has turned out to be one of the most valuable benefits of the relationship.

Stability = Brand Integrity

When operating international cloud architecture, any reliability blip reflects poorly on the entire Webair brand. This is particularly important as the Cologix data centre is mainly used for building and hosting customer solutions. Since Webair's brand is linked to the Cologix data centre, it is extremely important that the redundancy, security and other components are fully operational at all times, and it has been for Webair. The company has been able to sell its performance as a differentiator backed by Cologix Montreal's solid infrastructure.

About Webair

Founded in 1996 and headquartered in New York, Webair is a leader in managed hosting solutions, including Managed & Secure Cloud Infrastructure. Webair's expansive ecosystem of state-of-the-art technology solutions includes fully managed Public, Private and Hybrid Clouds, Dedicated Servers, Colocation, CDN, Security and DRaaS. Combining industry-leading innovation, expert support and high-touch customer service, Webair serves as a true technology partner to a vast variety of customers including enterprises and SMBs, healthcare organizations, Information Technology firms, eCommerce companies and VoIP providers. Webair also operates an international network of data centres located in New York, Los Angeles, Montreal and Amsterdam.