

Cloud Infrastructure Case Study



Colocation is the foundation of CloudOps' business. With Cologix providing all of the data centre infrastructure, the company builds top quality products from the ground up.

Since 2004 CloudOps has enabled 100s of enterprises and web-based companies to build their business in the cloud. The company provides customers with private, public and hybrid cloud solutions to confidently, securely and reliably capture business opportunities while achieving new levels of performance and agility. The company is unique in its ability to offer hybrid solutions supported by managed service options to provide the best of all worlds in a solution that can adapt to changing requirements.



In order to provide the agility, simplicity, scalability, security and cost control CloudOps promises to customers, the company depends on a key colocation partner as part of the value it delivers. Recently, the company launched a new offering, **cloud.ca**, a virtual private cloud built on the longstanding, favourable and symbiotic relationship with Cologix. To provide the best quality solution, CloudOps aligned the new product with Cologix's newest, state-of-the-art Montreal data centre.



“Cologix comes out strong against competitors when you put the factors together. For example, when you walk into the MTL 7 data centre, the efficient power and cooling distribution, Meet-Me-Room density, attention to detail, conference space, very **high standards** and restrictions, efficient shipping, and overall well-kept facility, it's a very impressive data centre solution that **gives confidence to CloudOps and our customers.**”

– Pierre-Luc Bisailon, Chief Operating Officer, CloudOps

Requirements & Challenges

- Access to connectivity hub for proximity to other preferred network partners
- Carrier neutral colocation to provide redundant connections for customers
- Colocation base to build the **cloud.ca** offering
- Marketing alignment with data centre partner
- Agile, efficient, scalable & secure data centre services

Solution

- ✓ Downtown Montreal data centres
- ✓ Cologix's focus on providing colocation services as a cloud & carrier neutral provider, without competing with CloudOps
- ✓ Access to 75 unique network services
- ✓ Speed & responsiveness of Cologix Montreal team for rapid deployments
- ✓ Cologix diverse fibre ring connecting CloudOps' environments in the MTL 3 & 7 data centres

24 Network Neutral Data Centres Throughout North America

Columbus - Dallas - Jacksonville - Lakeland - Minneapolis - Montreal - New Jersey - Toronto - Vancouver



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“For a cloud provider like us, finding the right data centre provider is a key decision. It’s like the foundation of a house – Cologix provides the infrastructure as a base layer for CloudOps to offer a top quality product that requires a top quality data centre. Cologix is also focused on colocation and not competing with us, which is important from the philosophy of true colocation partnership to support the strong growth of our business.”

– Pierre-Luc Bisailon, Chief Operating Officer, CloudOps

Results

In the past, CloudOps customers started their journey to the hybrid cloud in dedicated racks in a private cage in Cologix’s MTL 3 data centre at 1250 Rene-Levesque Boulevard West, the city’s carrier hotel. Going forward, CloudOps envisions customers receiving the same levels of service and isolation, but with the flexibility to pay as they go. To support this vision with the launch of the **cloud.ca** solution, CloudOps expanded into Cologix’s state-of-the-art MTL 7 data centre at 1155 Robert-Bourassa (formerly University Street). MTL 7 is Cologix’s newest Montreal data centre that annexes the carrier hotel’s connectivity via dark fibre. In fact, CloudOps migrated from other colocation partners to reinvest with Cologix at MTL 7 to reflect the company’s commitment to its new **cloud.ca** offering – where CloudOps sees growth in the future. The new solution serves a niche market for low latency, data sovereign cloud infrastructure, as Canadians have many public cloud options; however, all are U.S. based and none provide true utility billing, rich API access, granular role-based access control, and departmental or reseller multi-tenancy – all with the security of a virtual cloud model. With Cologix, CloudOps can expand across Cologix’s 24 data centres, including facilities in major Canadian city centres to keep data within Canada.

Urban Versus Suburban

Due to the rich ecosystem that intersects in Cologix carrier neutral centres, and the ease and low cost of adding direct connectivity (dark fibre and LANX), which provides customers with better security and performance while lowering the cost of bandwidth, the company preferred the urban setup versus other providers who establish data centres in suburban areas. Additionally, despite high demand for colocation services in central Montreal, CloudOps has room to expand across seven data centres throughout the city – a plus for a company ranked on Deloitte’s Technology Fast50 list and the 2014 PROFIT 500 fastest growing companies in Canada list.

Cloud & Carrier Neutral Colocation

A lot of other data centre providers CloudOps has encountered have moved towards hosting and other services that try to compete with CloudOps. The company can rest assured that Cologix is focused on colocation without threatening the partnership with CloudOps. This is a unique attribute, according to the company’s chief operating officer. Not many data centres in Montreal are cloud or carrier neutral – by eliminating the facilities operated by carriers alone, it doesn’t leave many options.

Redundant, Through & Through

CloudOps customers value stability and performance above all else. By establishing redundancy through its data centre, CloudOps can offer resiliency through its entire supply chain, all the way through to the power supply. Infrastructure stability is crucial as the company as well as its customers run its main applications and core business on Cologix infrastructure. Additionally, a major benefit of carrier neutral connectivity is cost-effective redundancy for CloudOps. The company can withstand one service provider going down by immediately switching to another without impact, with the added benefit of being able to choose the best carrier depending on the customer requirement.

Privacy & Security in a Cage Environment

CloudOps assembles cloud solutions within a private Cologix data centre cage, which is important to the company due to the basic issues of privacy and compliance. This space also serves as a benefit to CloudOps customers, as the company offers clients the advantage of two factor access to the facilities all the way to the private cage, among other security features.

Speed to Market

With Cologix as a partner, CloudOps can go to market faster, resulting in the company getting customers up and running sooner, which is always ideal for a cloud provider.

Why Cologix Leads the Market in Montreal

Cologix continues to invest in customers’ businesses through significant infrastructure enhancements including uninterruptible power supplies, power circuits, and other upgrades that add to the positive experience for CloudOps.