

Legal Services Case Study



Hill Ward Henderson evaluated the top five data centers in Central Florida, opting for a colocation solution that resulted in \$250,000 in savings

Hill Ward Henderson (HWH), an internationally recognized law firm headquartered in downtown Tampa Bay, Florida, has grown steadily since its founding in 1986. The firm combines the talent, resources, capabilities and technologies of a larger firm to serve multi-disciplinary practice areas.



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HWH had a long-standing relationship with its former data center provider; however, after the data center was acquired, resellers took over the HWH account. The third-parties based in Utah weren't familiar with the Florida data center having not been on-site themselves, which resulted in over-promises that went unmet over 18 months of discussions. Exasperated, the company did a thorough analysis of colocation facilities across Central Florida and Tampa to find a trustworthy, technologically advanced, customer-service oriented provider, finding all criteria pointed to Cologix Lakeland.



"We were impressed with Cologix's **hardened data center** that was built in 2013 offering **category 5 hurricane protection** combined with **exceptional technical advantages** with the very latest technologies. We conducted extensive due diligence comparing all the key criteria against the top data center providers in the Tampa and central Florida areas, and **Cologix stood out.**"

– Clint VanWinkle, Hill Ward Henderson Director of Information Technology

Requirements & Challenges

- Data center to host HWH's primary IT & business continuity infrastructure
- Central Florida location above sea level & outside the flood plain
- Storm-proof facility, including roof protection
- Adequate backup generator power with peak number of run days during an outage
- Enterprise-grade fire suppression systems
- Business continuity space
- Carrier fiber density

Solution

- ✓ \$250,000 in savings over a 60-month period
- ✓ Category-5 rated data center built in 2013
- ✓ Facility located in a 500 year flood plain 246 feet above sea level
- ✓ Four generators per every 5,000 SQF
- ✓ Extensive backup generator capabilities
- ✓ Business continuity/disaster recovery space
- ✓ Secondary roof protection – building within a building
- ✓ Truly isolated & separate A/B power

24 Network Neutral Data Centers Throughout North America

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



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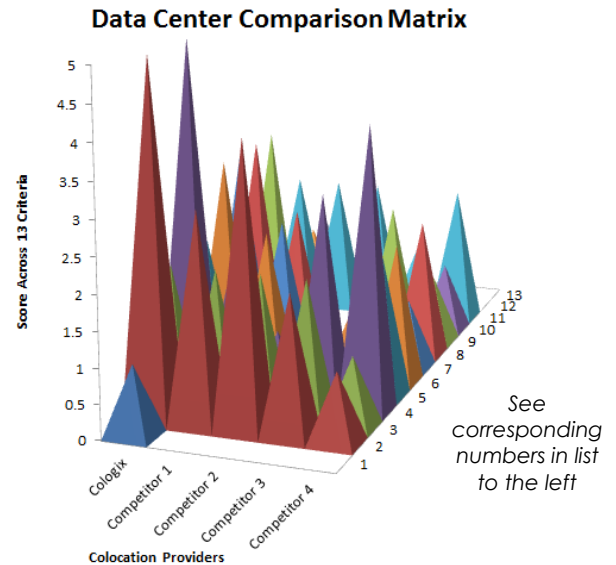
"We were impressed with the elevation and location of the center, and that it offered diverse fuel sources from two of Lakeland Electric's power grids. Choosing Cologix also means a tremendous savings, which we quantified at approximately \$250,000 over a 60-month period."

– Clint VanWinkle, Hill Ward Henderson Director of Information Technology

Comparison Results

Cologix outshined the top four other colocation providers located in Central Florida based on the following criteria:

1. Price
2. Year facility was built
3. Facility Rating by TIA-942 Standard
4. Feet Above Sea Level
5. Flood Plain
6. Hurricane Resistance
7. Number of Generators per SQF
8. Number of Days on Generator Power
9. Fire Suppression System
10. Business Continuity Center
11. Carrier Fiber Access – Dual Entrance
12. Secondary Roof Protection
13. Truly Isolated and Separate A/B Power



Leader in Every Colocation Criteria

Built in 2013, the Cologix Lakeland facility offered the latest and greatest technical advantages as well as disaster recovery capabilities. When the top colocation providers were compared in every category, Cologix stood out by a wide margin.

Cost Savings

Following the company's in-depth review of pricing from five different colocation centers, HWH found they could save a quarter of a million dollars over the next five years with Cologix Lakeland.

Redundancy = Performance = Efficiency

The firm's IT director also noted colocation saves attorney billable hours, particularly when working remotely as the remote access experience is better thanks to all of the data center redundancies and capabilities. As such, the performance, stability and availability of HWH systems are improved by colocating with Cologix.

Focus on Core Competencies: Law Not Generators

A colocation facility reduces downtime related to power outages and inclement weather – common factors when keeping your IT core on-premises in a high-rise building. Environmental issues can be constant in a high-rise, including HVAC, water, plumbing as well as power stability. In a professionally-managed colocation facility like Cologix Lakeland, HWH doesn't have to deal with these issues.

Painless Delivery of Promises

HWH found the contractual paperwork with other large colocation providers massive and convoluted – a lesson learned with their former colocation provider that promised critical services during negotiations, but charged \$2,500 extra per month before delivering the solutions. With Cologix, HWH encountered a very easy, simple, straightforward agreement and service-delivery process.

A Consistently Solid Experience

Throughout the whole process of changing HWH's colocation data center to Cologix Lakeland, it's been a consistently great experience, from the contract and sales side to a service perspective. The company hasn't experienced any surprises as they did earlier with the previous provider.