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Data Center & Interconnection Case Study:
Managed Service Provider

MOD
mission critical

Telecommunications provider drives expansion through Cologix's 24 first-class data centers and flexible Colo by the 'U' solution

MOD Mission Critical (MOD) is a network service provider that combines facilities and non-facilities-based assets to deliver comprehensive, mission-critical network solutions. MOD helps customers navigate the telecommunications marketplace, providing advice and a variety of options to stand apart from many service providers. Through choice, MOD clients can pick and choose the solutions and offerings that best maintain a mission critical network.

MOD continues to grow its Colo by the 'U' service, which provides customers flexible, scalable and cost-effective colocation options available by the single rack unit for smaller workloads. When introducing the Colo by the 'U' offering in partner data centers, MOD seeks providers that meet its superior standards of quality, security, redundancy, space, power density, capacity and availability for its customers' online applications.

As MOD's expansion flourished across the globe, the company chose Cologix's network neutral data center platform featuring 24 facilities throughout North America to rapidly expand the availability of its Colo by the 'U' solution. Cologix's superior connectivity and vibrant data center tenant communities created an ideal combination to drive MOD's continued success across a much larger platform.

"We are excited about our strategic partnership with Cologix, which has provided a tremendous boost in uptake of Colo by the 'U' services in key edge markets. Micro-colocation provides an easy on-ramp for businesses to experiment with the advantages of colocation, and we are pleased to leverage Cologix's **expansive connectivity, broad customer base** and **quality infrastructure** to enable the advantageous opportunities linked to colocation for our customers."

— Michael Hollander, CEO, MOD Mission Critical

Requirements & Challenges:

• Rapid turn-ups with copious space & power capacity

• Quality, redundant, secure infrastructure

• Industry-leading connectivity choice

• Dynamic, growing & diverse data center ecosystem

The Cologix Solution:

• Superior, robustly connected data center infrastructure in swiftly growing edge markets

• Plethora of business development opportunities among Cologix's +1,600 customers

• 24/7 local service across each of Cologix's nine markets

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Where Networks Connect

US: Columbus | Dallas | Jacksonville | Lakeland | Minneapolis | New Jersey
CANADA: Montreal | Toronto | Vancouver

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Results
By making the flexible, cost-effective Colo by the 'U' solution available across Cologix's 24 data centers spanning Columbus, Dallas, Jacksonville, Lakeland, Minneapolis, Montreal, New Jersey, Toronto and Vancouver, MOD continues its reach across major and emerging metro markets. Through its mutually-beneficial partnership with Cologix, the company also enables:

'Pay as you Grow' Colocation Solutions
Not only does MOD benefit from a greatly expanded market to deliver solutions via Cologix's data centers, but Cologix customers also benefit from the ability to purchase only the colocation space they require to facilitate lower costs and increased agility. Each single rack unit is approximately 1.75 inches of vertical cabinet space for unprecedented flexibility that meets granular business needs while minimizing technology spend and unnecessary data center space. Small- to medium-sized businesses receive exclusive benefits linked to the Colo by the 'U' solution, while also gaining access to MOD's leading managed service solutions for networks, systems, storage and business continuity.

Superior Data Centers
Through the availability of MOD's Colo by the 'U' across Cologix's unique network neutral platform, MOD has unrivaled access to emerging markets at the edge of the Internet in secure, reliable, densely connected colocation centers. This enables MOD to reach more than 450 distinct network choices as well as more than 1,600 carrier, managed services, cloud, media, content, financial services, and enterprise customers that trust Cologix. MOD also benefits from Cologix's experienced team of infrastructure professionals who are committed to providing their customers the highest standard of local customer support.

Growth Enabler
As enterprise demand for colocation and cloud services continues to grow, MOD creates a gateway for cost-sensitive customers to deploy smaller rack units to test the waters of advanced IT infrastructure. Data center colocation allows companies to re-focus on core competencies by redirecting energies away from managing technology infrastructure and toward revenue-generating activities. For many companies, the competitive advantages of colocation serve as a growth driver, and MOD's Colo by the 'U' offering is available for incremental, cost-efficient expansions that enable growth while not breaking the bank.