

SUCCESS STORY

Storage Guardian



LOCATION

Canada

INDUSTRY

IT Services

WEBSITE

www.storageguardian.com

SOLUTIONS:

Connectivity
Colocation

COMPANY OVERVIEW

Storage Guardian is a private company specializing in backing up critical data on a "pay-as-you-go" basis to a secure off-site location. The company supports small, mid-size and enterprise customers operating multiple platform LAN computing environments which have the need to safeguard their critical business data in a secure, off-site location.

Storage Guardian's remote backup service is the culmination of a decade of intense research and software development. It provides an innovative and cost-effective data backup and data storage solution that is a superior alternative to tape-based data recovery systems. The solution responds directly to businesses' continuity concerns, precipitated by outsourcing trends, growing data volumes, and the increasing data vulnerabilities generated in today's economy. Storage Guardian provides its software technology as a 24/7 service over any corporation's Internet connection or dedicated leased line or wireless network linked to state-of-the-art data centers.

BUSINESS CHALLENGE

The choice at hand: focus on core competency or on managing infrastructure?

Storage Guardian's customers are typically in regulated industries, such as healthcare, financial services and government where there is a regulatory or audit requirement for multi-year, off-site retention of business-critical data. Initially, Storage Guardian opted for a self-hosted solution, utilizing two-layer fiber operated out of the company's own data center facility. However, with the business growing and expanding into new countries and markets, senior management began looking at other options. "About two years ago we began considering colocation as an option," says Storage Guardian founder, Omry Farajun, "We were at a point where we needed additional data center space. We understood the challenges around self-hosting and as we looked to grow our business, we asked ourselves, do we want to spend the time and effort managing infrastructure or better serving our market and customers? So, we made the decision to focus on our core competency - providing managed services and premium online backup services - and partner with a tier 1 business to provide physical hosting."

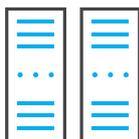
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Connectivity:

Fast network speeds without boundaries. Deliver applications and data wherever your employees, customers, and other stakeholders need them. Benefit from a fast and reliable service, without compromising data privacy.



Colocation:

Your technology, supercharged. Install your hardware in our global data centers. Reap the benefits of fast, reliable bandwidth and power. Maintain your hardware and software from your offices, or contract our experienced Network Operations Center personnel to do so.

THE SOLUTION

Every reason to turn to a trusted partner for colocation

Storage Guardian had a pre-existing relationship with Cogeco Peer 1 for the provision of networking services. With the decision to embrace colocation made, Farajun and his team began working with Cogeco Peer 1's team on the plan. Sales, engineering and finance teams collaborated to architect a revised network solution on Cogeco Peer 1 fiber while expanding to incorporate colocation services at Cogeco Peer 1's Pullman and Montreal data center locations. "Once the decision was made, we began the architectural process and migration strategy, working with Cogeco Peer 1's engineers, network admins and storage architects. We transfer approximately two gigabits per second over our fiber and have 250,000 end points that connect to Storage Cloud on a nightly basis. We needed to be live in two locations to begin migration. So, we had significant complexity to consider."

BUSINESS BENEFITS

"A very easy relationship and process"

The technology implementation by Cogeco Peer 1 was completed within five business days to accommodate Storage Guardian's aggressive timeline and the initial migration of data took about six months to complete. "It was a very easy relationship and process," says Farajun. "Cogeco Peer 1 had just the right level of experience to make our move to colocation very smooth. From its wholly owned fiber network; to its 24x7 network operations center; to accepting our equipment through the secure gate; to the support staff it made available to us; every step of the way added to our confidence. We knew we had chosen the right partner."

Doubled storage capacity in just six months

Due to contractual agreements with some of its government clients, Storage Guardian continues to operate in a hybrid fashion, operating out of its own data center and Cogeco Peer 1 data center facilities for the time being. However, Farajun sees the company's future growth driven in partnership with Cogeco Peer 1. Storage Guardian initially purchased four cabinets at the Pullman data center location, however, within just six months, it has doubled its capacity to eight cabinets at Pullman and added a cabinet in Montreal. Says Farajun, "There's not a quarter that has gone by that we haven't asked for more racks." As Storage Guardian's business expands across North America and into Europe, Farajun likes the fact that Cogeco Peer 1 can support that growth through its international data center locations.

For connectivity, Storage Guardian operates multiple Metro LAN sites and has dedicated Internet at both the Pullman and Montreal locations. The company also continues to purchase point-to-point network services from Cogeco Peer 1.

More than a supplier, a true partner

"The fiber industry is small, but that said, we had other options," says Farjun. "However, we trust Cogeco Peer 1. The company has deep knowledge of our network and utilization. The team has always been able to handle what we throw at it. Cogeco Peer 1 is more than a supplier to Storage Guardian, it's a partner. We've been very happy with the decision we made. So, as we grow, we'll grow with Cogeco Peer 1."

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WHY NOT PUT COGECO PEER 1 TO WORK FOR YOU?

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www.cogecopeer1.com

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, hosting, cloud 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.