INDUSTRY:

IT Solutions

CHALLENGE:

Reliable International
Infrastructure Partner

SOLUTION:

Iron Mountain Data Centers

VALUE:

- Exceptional connectivity options including leading internet exchanges
- Proactive and responsive partner for sales and expansion
- World-leading security with a full range of industry-leading SLAs

IRON MOUNTAIN®

phoenixNAP®
GLOBAL IT SERVICES

FLEXIBLE DATA CENTER PARTNER FOR EUROPEAN EXPANSION

phoenixNAP is a global IT services provider that offers Infrastructure-as-a-Service solutions from locations worldwide. The company's bare metal servers, security-focused cloud services and disaster recovery solutions are built to meet the evolving technology demands businesses require without sacrificing performance.

For phoenixNAP, effective partnership is the key to growth. As it grew, the company needed an infrastructure partner in the Netherlands that could provide a seamless platform for supporting customer expansions as well as a launchpad for the business as a whole.

"Our North American data centers were similar to Iron Mountain's Netherlands facilities,so when we started investigating the region there was a good potential match," says Martin Wielomski, Director of Product Management - Infrastructure Service. "We worked with various providers in the Netherlands, and once we grew enough to need to consolidate we started looking into the Netherlands and the UK. We needed low-latency reach, space to grow, and strong SLAs, with a good carrier choice for cost-effective connectivity. Ideally we also wanted a home from home – a base of operations for building our brand."

"A simple cross connect to Iron Mountain delivers a world of opportunities in the cloud."

- Martin Wielomski, Director of Product Management - Infrastructure Service, phoenixNAP Global IT Services

A ready-made European gateway

It soon became apparent that the Netherlands was an excellent place to base the business, specifically Iron Mountain's AMS1 facility in Amsterdam, Europe's 'Internet Gateway'.

"We already knew Iron Mountain and so we started talking about our longer-term needs," continues Martin. "We always have our own technicians on site, and Iron Mountain was able to offer office space a couple of minutes' walk from the servers.

"All the SLAs and certifications we needed were already in place and the pricing model worked. We provide our own blend of bandwidth – normally five key carriers – but some customers need different carriers and we don't want to have our hands tied in this area, so the more the better.

"Iron Mountain offered a massive choice – over 50 carriers to choose from. And the AMS-IX and NL-IX internet exchange PoPs were added attractions. In the end choosing to work with Iron Mountain was an easy decision."

Iron Mountain supports the full range of phoenixNAP services, which include Hardware as a Service and a growing range of secured cloud solutions. The facility provides world-class security and redundancy for mission-critical IT, with energy-efficient, high-density server environments and a host of European and global network connectivity solutions

Today, Iron Mountain and phoenixNAP are invested in each other's businesses. The companies have also grown together, and their expanding portfolios complement each other.

"We have a genuine proactive partnership," says Wielomski. "and we really appreciate Iron Mountain's growing eco-system-driven portfolio. For customers of ours with third party partners in the Iron Mountain ecosystem a simple cross connect to Iron Mountain's cloud-neutral connectivity platform delivers a world of opportunities."

"Iron Mountain adds value for our customers by opening up partnerships. Our services portfolio as an IaaS provider is rather broad and focused on providing managed infrastructure and security services, and this still leaves opportunities for partnerships in regards to software stack management options."

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ABOUT IRON MOUNTAIN

Iron Mountain Incorporated (NYSE: IRM), founded in 1951, is the global leader for storage and information management services. Trusted by more than 220,000 organizations around the world, and with a real estate network of more than 85 million square feet across more than 1,400 facilities in over 50 countries, Iron Mountain stores and protects billions of valued assets, including critical business information, highly sensitive data, and cultural and historical artifacts. Providing solutions that include information management, digital transformation, secure storage, secure destruction, as well as data centers, cloud services and art storage and logistics, Iron Mountain helps customers lower cost and risk, comply with regulations, recover from disaster, and enable a more digital way of working. Visit www.ironmountain.com for more information.