

CASE STUDY

Complete Disaster Recovery Capabilities Delivered Through Channel Partnership

**Data Canopy Selects CyrusOne Data Centers
to Provide Secure Infrastructure and Robust
Power for \$2 Billion Colocation Client**



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Data Canopy, a custom-fit managed solutions firm, was looking for a trusted data center provider to provide a complementary IT infrastructure to meet its client's unique needs. One client, a \$2 billion insurance company with facilities nationwide, required a disaster recovery solution that offered a resilient and scalable power network to keep its backup servers and applications available at all times – and that could also support its future growth.

The Company

Data Canopy is comprised of data center experts who leverage national carriers, a highly secure cloud and nationwide facilities to manage its clients' data center needs. The firm selects industry-leading organizations to deliver the highest levels of IT infrastructure customization and economies of scale for its clients.

The Challenge

A national insurance company previously had a colocation environment and disaster recovery center near the East Coast. When it decided to relocate its headquarters to the Midwest, it wanted to reposition its production environment and possibly its recovery infrastructure as well – if the location and price was right. Data Canopy was able to quickly transition the insurer's primary data systems to one of its premium facilities in Northern Virginia, but the lease of the disaster recovery center had more than two years left on the contract.

To find an ideal site for the eventual move of the company's disaster recovery services – along with the power, network and design flexibility required – Data Canopy sought a data center solutions channel partner that could help provide the optimal solution.

The Action

Data Canopy researched geographic areas with extensive power and connectivity capabilities, because the insurance company had numerous locations that required 100% uptime across their entire network.

“We focused on Texas, as it is an emerging data center market and has a strong fiber network,” said Jennifer Herson, president of Data Canopy. “We discovered CyrusOne and learned its third-party vendor provides a 10 Gb network connection from a disaster recovery center in Austin back to our facility in Virginia. CyrusOne also had the capability to put in standard power and upgrade to dual high-density power later on – that was very attractive as well.” Another plus for CyrusOne is that it does not compete for the business solutions and relationship Data Canopy has with its clients.”

“We build and operate data centers. And while we also offer colocation, cloud and disaster recovery services, we do not compete with channel partners like Data Canopy for those solutions,” commented Fred Holloway, Vice President of CyrusOne's Partner Ecosystem. “This is another way our Data Canopy channel partnership is a match made in heaven.”



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The Solution

CyrusOne enabled Data Canopy to configure data center space that would provide disaster recovery support for its insurance client and ensure compliance with:

- Standards for Attestation Engagements (SSAE 16)
- Telecommunications Industry Association's 942 Class 4 standards
- International Organization for Standardization (ISO 27001) information security management standards
- Health Insurance Portability and Accountability Act (HIPAA) regulations
- Payment Card Industry Data Security Standard (PCI DSS)
- Federal Information Security Management Act (FISMA) requirements
- Sarbanes-Oxley standards

"We were involved in the design process, helping our client consolidate their power usage and realize drastic savings," Herson said. "With CyrusOne, we were able to specify exactly what our client needed to remain compliant, operational and secure within its optimized IT footprint. CyrusOne delivered a stable and highly reliable architecture that was flexible and scalable enough to meet our client's needs."

Data Canopy leased a data center environment complete with power builds, cages and vaults with 10-foot cabinets. This feature is uncommon in the industry, as most data centers lack the power capacity to cool large, high-compute and high-density spaces. CyrusOne maintains airflow throughout its data halls by deploying computational fluid dynamics software to keep building temperatures stable.

Additionally, CyrusOne installed a 2N power configuration, which provides two sources of power – primary and backup – to keep the insurer's coast-to-coast facilities operating in the event of a power outage or disaster. The 2N power also guarantees 100% uptime and enables Data Canopy to perform IT maintenance without affecting the system.

Offering a fully customizable data center environment is what helped set CyrusOne apart when Data Canopy was evaluating vendors.

"Customers appreciate that we can build out data center space according to their specific needs," Holloway said. "They also embrace the ability to lease the space and install power based on their needs today, instead of having to pay for infrastructure and support they may never need in the future."

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The Results

Working closely with Data Canopy, CyrusOne's dedicated experts designed, built and delivered the solution on time and on budget. Thanks to the flexible and dense space design, Data Canopy was able to scale down power needs considerably, saving its customer enough money to get out of its previous lease. The insurer now has a 100% uptime service-level agreement (SLA) to ensure zero interruption for its environment and employees, who work around the clock from all but two states in the nation.

The three-year arrangement between Data Canopy and CyrusOne has been successful and discussions are underway for additional collaborations in the future. With its headquarters in Northern Virginia, Data Canopy was happy to learn CyrusOne had purchased land nearby to build additional data center space.

"The potential level of growth is exciting for us," Herson said. "Having this additional capacity enables Data Canopy to expand with CyrusOne over time. The extended footprint enables us to offer an even broader selection of locations to our clients, ensuring that their IT infrastructure is hosted at the right place, at the right price."

On the success of the program, Fred Holloway concludes, "The solution we provided to Data Canopy and its client was yet another example of how we enable our channel partners' success within their industries. We are honored to work with Data Canopy and view this as a long-term relationship."

About CyrusOne

CyrusOne owns and manages more than 30 premier enterprise data centers worldwide. Through continued innovation, CyrusOne has introduced industry firsts such as the CyrusOne National Internet Exchange and Massively Modular® data-center engineering, which reduce risk, latency and allow hundreds of customers to run mission-critical IT environments across multiple geographic regions. The company engineers its facilities with redundant power technology,

including available 2N architecture. CyrusOne customers can mix and match data centers to create their own production and/or disaster recovery platforms by combining facilities via the low-cost, robust interconnectivity provided by the CyrusOne National Internet Exchange (IX).

