Colocation Case Study

Standard Technology Inc.

www.stic2.com

STI has nearly 25 years' experience helping government and commercial clients maximize resources and minimize costs.

They offer the expertise of financial and technical staff with leading expertise in client's specific domains.

The Technology Challenge

In Q1 of 2014, government contracting firm, Standard Technology, Inc., was faced with finding a home for their mission-critical healthcare planning and management systems. According to Howard Epstein, Chief Technology Officer, the firm's increased needs for bandwidth were making the services of their existing service provider too cost prohibitive.

Standard Technology has more than 25 years of experience in healthcare consulting to the US military, thus requiring a high service level in order to maintain its stellar multi-decade reputation as a reliable service provider. In addition to the security and infrastructure of the site, the important factors in choosing a data

center for Standard Technology were cost, ability to meet HIPAA regulatory requirements, and network performance and reliability. In short, they were seeking a data center with the highest levels of security, redundancy, reliability, performance and 24x7x365 always on-site technical expertise necessary to secure their equipment and provide it with the always-on, always-fast service that is required to meet their contractual obligations to their clients.

Our Solution

The search for a data center colocation provider led Standard Technology to extend the criteria beyond just space, power and cooling. According to Epstein, "In addition to the security and infrastructure of the site, the most important factors in choosing HopOne were customer service, cost, and reliability. HopOne provided exactly what we wanted. Moreover, HopOne were responsive and the easiest to work with on the terms for the facility." We are providing Standard Technology with a secure cabinet of space at one of our Virginia data centers, a dedicated 30A/110V power circuit, and a managed 48-port access switch with fully burstable dual redundant Gigabit Ethernet uplinks for Internet connectivity on the coast-to-coast hopone.net IP backbone.

Benefits to Standard Technology

Thanks to the depth and breadth of capabilities of our colocation and network services, Standard Technology was able to deploy their server farm quickly, efficiently and on short notice: the same day their previous contract term expired with its

former provider. Because we have the engineering, redundancy, capacity, and services, as well as an enterprise account management team experienced at application and system management and software/hardware configurations, customers like Standard Technologies benefit from the comprehensive "stack" of supporting and complementary services.