

You Should be More Than a Lease Agreement in the Eyes of Your Data Center Provider



It Shouldn't Be That Hard to Work with a Data Center Provider

Few roles are more stressful than leading an enterprise IT organization. You need a data center provider who understands your requirements, provides flexibility in your deployment design and works hard to tailor a true partnership – and not simply a landlord with a restrictive lease agreement and limited options.

As an experienced IT leader, you know what your applications require, so why is it so hard to find a data center provider who will help you get there? _____

If your answer is yes to any of the following questions, their ownership structure may not be aligned with your best interests.

1. Does the lease agreement seem unnecessarily restrictive and complex?
2. Do you feel nickel and dimed for what should be standard support?
3. Is it hard to replicate your deployment design in distributed geographies?
4. Is your organization's data not receiving the care and attention it rightly deserves as one of your most valued assets?

Outside of business hours, can you reach someone quickly when you have an issue? Will your provider reach out to you proactively when they see an issue?

Few data center providers are willing to go to the extra mile before and after install. Flexential takes a consultative approach that recognizes one size does not fit all and that requirements often change over time. We work with customers to ensure they get what they need today and as their needs grow.

Ready to Run at Your Pace _____

Flexential understand that the decision to plan a long-term relationship with any data center provider is a major undertaking for your organization, involving many stakeholders outside of the IT group. We work around your planning and approval process, not the other way around, and we are willing to do whatever it takes.

For instance, one of our clients is in a highly regulated industry and its deployment included complex legal requirements that both parties needed to deeply understand and address - quickly. Both sides pulled together on a Sunday morning to make it happen. For Flexential, 24/7 is not limited to the operation – we stand ready to work with you whenever, wherever.

“We chose to work with Flexential® because they deeply understand complex data center builds. We have extensive power needs and were impressed with Flexential's ability to help us forward-plan our space, power and cooling needs, and the company's willingness to make a long-term commitment to us. Flexential has shown that their team is capable of handling these challenges, and we look forward to a fruitful partnership.”

Paul James
SENIOR VICE PRESIDENT
OF FINANCE
DirectTV

Enjoy speed-to-market with move-in ready space, supporting power densities from 1,500+ watts per square foot to meet the most demanding application requirements. Features include: _____

- 3.1 million square feet of North American inventory
- 170 MW critical load UPS capacity available
- Remote hands and migration support
- Disaster recovery services available
- Dedicated customer office and meeting spaces
- 24/7/365 on-site security and support staff
- 24/7/365 connectivity monitoring, supported by certified network engineers
- Tax abatement and incentive programs
- 100% network and bandwidth uptime commitment

In addition, you can leverage our FlexAnywhere™ fabric that connects all 40 of Flexential's data centers. An industry-leading 100 Gbps network backbone—scalable to 400 Gbps—ensures high performance, low latency and maximum reliability. What's more, our reach goes beyond North America, with subsea cable terminations providing the fastest connectivity to Asia and the South Pacific.

Contact us today at 855.552.3539 or at flexential.com/contact-us.

Colocation with Flexential

Flexential offers tailored cage, suite and build-to-suit data hall data center deployments that provide access to the power and carriers you require to scale. Our portfolio of move-in ready inventory located across North America—including fast-growing emerging markets—gives you the infrastructure footprint you need to support your most important IT initiatives.

In addition, we're happy to work in concert with your vendors-of-choice to rapidly stand up your infrastructure, or you can leverage Flexential's professional services and team of certified engineers. Whatever you decide, you'll receive a fast install that meets your deployment schedule and go-live dates.

ABOUT FLEXENTIAL

Flexential empowers the IT journey of the nation's most complex businesses by offering flexible and tailored solutions in colocation, cloud, data protection, managed and professional services. The company builds on a platform of three million square feet of data center space, in 20 highly connected markets and the FlexAnywhere™ 100 GB private backbone, to meet the most stringent challenges in security, compliance and resiliency. Visit www.flexential.com.

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