

INDUSTRY:

Technology Services

CHALLENGE:

Expand cloud solutions—quickly

SOLUTION:

Iron Mountain Data Centers

VALUE:

- Ability to deploy large-scale, just-in-time data center solutions
- Integrated DCIM capabilities for monitoring, alarming, remote control, and management
- Modular technology that includes 100% of the critical infrastructure required for a high-density, always-on data center



CASE STUDY:

Logicalis

FLEXIBILITY, RELIABILITY AND SCALABILITY

An international provider of integrated information and communications technology (ICT) solutions and services, Logicalis wanted to expand its cloud solution environment to support the ever-growing demand from its customers. With an immediate need to expand their growing cloud computing services, they required a data center solution—and fast.

Logicalis needed a provider that could grow with it: a strategic partner that could rapidly engineer and deploy a highly available, redundant computing environment while minimizing cost as well as maximizing return on investment. Flexibility, reliability and scalability were all required attributes that Logicalis' current data center provider lacked.

Because Logicalis' consulting practice helps customers with cloud readiness assessments that include data center evaluation and design, the company knows what a state-of-the-art data center should look like. Iron Mountain was already a trusted partner with their Phoenix colocation offering. In addition to the company's enterprise-class infrastructure and deep operational experience, Logicalis appreciated Iron Mountain's innovative modular technology and expandable data center platform to support business growth.

“We needed someone agile, but which could also scale in flexible increments that fit our business needs. Their modular data center technology delivered just that, and more.”

- Bob Mobach, Data Center Director, Logicalis

Preparing for unpredictable growth

“As our cloud business and customer base grows, it is hard to predict what the growth pattern will be. That’s why we decided not to be in the data center infrastructure business when it came to expanding our cloud computing solutions,” says Bob Mobach, Data Center Director at Logicalis.

“With Iron Mountain, we have a highly available, redundant

computing environment for the cloud and no longer need to wait for the facility to expand to meet our needs.”

High density and energy efficiency were critical factors for Logicalis.

“Accommodating up to 18 cabinets in the module, 8.5 KW per cabinet, the power density of Iron Mountain’s modular data center infrastructure is significant. It was an easy decision to move forward with their densely packed, cloud- and blade-centric infrastructure,” Mobach says.

From power delivery to cooling to network connectivity, everything is integrated to ensure high availability and business continuity in the cloud.

Logicalis initially set out to achieve the overall objectives of flexibility and reliability as well as scalability.

“Not only was this achieved in a rapid manner, it was done so efficiently through Iron Mountain’s modular data center technology that it will forever change the way in which we

plan, deploy and manage our data centers,” says Mobach.

IT innovators like Logicalis are demonstrating a clear market preference for data centers that can deliver just-in-time, scalable and software-optimized solutions.

“Iron Mountain is rewriting the book in fast IT infrastructure deployment,” Mobach says.

“From the day we signed our contract to when our modular data center was ready took less than one month. They provide us with an enterprise-class data center solution that helps us meet customer demand today and also allows us to expand quickly to support business growth tomorrow.”

“We could not build a data center of the same class, timeframe and reliability.”



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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.

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