

FLEXIBLE HOSTING SOLUTIONS FOR A SCALABLE ENVIRONMENT

FEDERAL AGENCY

A **Federal Agency** awarded a prime GSA contractor an IT initiative worth hundreds of millions of dollars. The contractor sought the expertise of several subcontractors to fulfill the breadth of requirements. The agency initially required a 50 kw caged data center space with highly custom requirements that necessitated a solution that would be architected to scale up and down to meet its goals for consolidation. The sub contracted to fulfill this requirement had approached larger companies and facilities, but those organizations could not meet the level of customization and price constraints required. The subcontractor turned to Data Canopy to create the right-sized solution at the right price for the agency.

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Data Canopy provides power, ping, pipe and physical security with low per-kilowatt power costs, cross connects, blended bandwidth, and physical security with access checkpoints in support of this federal contract.

Over the course of architecting the full solution, the federal agency's power requirements grew from 50 kilowatts to more than 500 kilowatts. Data Canopy's power-based pricing and its ability to offer flexible cage, cabinet, and power configurations helped the agency to secure the right-sized solution that scaled up and down according to its shifting needs. For instance, the agency initially required 3,500 square feet of space, but didn't need the full power for that space for the life of the contract. Before finalization of the contract, additional space was required. Data Canopy worked with the agency and leveraged its existing relationship with the data center facility to negotiate additional square footage at a discounted rate. The added 417 square feet required was included in the final contract with a 30% savings on the additional space, representing \$60,000 annual savings.

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CONSOLIDATION AND SAVINGS

Data Canopy's flexible terms allowed the agency to consolidate up to 30% of its total space and give it back to Data Canopy over the course of the contract. Data Canopy also worked with the data center facility to reduce per cabinet density from 5 kilowatts to 3.5 kilowatts, saving the agency 30% on its minimum monthly recurring costs immediately, representing \$425,000 in annual savings.

In addition to these benefits, the agency is now able to geographically separate secure systems from non-secure systems so that only cleared individuals can have physical access to protected systems.

The federal agency now has a data center services solution that is custom fit to their consolidation needs, saving them money now and over time to ensure the agency grows smartly and utilizes its data center resources as efficiently as possible.

By working with Data Canopy, the agency saved 30% monthly, an annual savings of \$425,000.

GET YOUR DATA CENTER NEEDS COVERED WITH DATA CANOPY.

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