

COLOCATION BATTLECARD



Top Three Talking Points

- 1 Nationwide Presence In Tier III Data Centers**
Facilities in Ashburn, VA; Austin, TX; Chicago, IL; Dallas, TX; Fremont, CA; Houston, TX; New York Metro; Phoenix, AZ; Raleigh, NC; Sterling, VA
- 2 Cost Effective Access To Enterprise-Class Facilities**
Exclusive partnerships with data center facilities enable us to pass along cost-savings usually reserved for enterprise clients.
- 3 Flexible, Hybrid Solutions**
Carrier agnostic data centers with secure connectivity to public and private cloud for hybrid infrastructure needs.

Listen For An Organization That...

- Has security or regulatory requirements, such as HIPAA, PCI, or FISMA.
- Needs guaranteed uptime.
- Lacks an internal IT team.
- Lacks the budget to build their own data center.
- Needs geographic redundancy.
- Is outgrowing current data center space or is at the end of a lease.

Colocation Locations

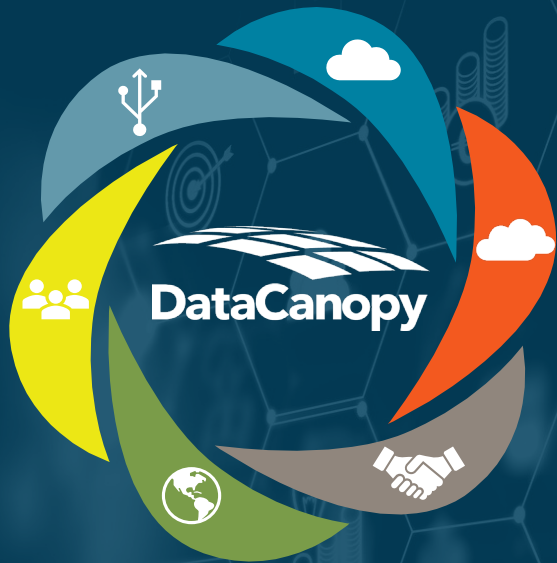


Our Differentiators

- **Reduced cost and complexity** for your infrastructure.
- **Right-sized solution** with specialized discovery process for hybrid and multi-cloud environments.
- **Expertise** in regulated and complicated industries.

Crafting Your Journey - Colocation

- What percentage of your infrastructure is currently physical?
- Do you anticipate any change in that percentage over the next year? Five years?
- What percentage of time do you spend maintaining your physical infrastructure?
- Have you ever had an outage?



Data Canopy leverages national carriers, a highly secure cloud, and global data center facilities to cover all your hybrid infrastructure needs.

CUSTOM-FIT INFRASTRUCTURE



Infrastructure built on industry-leading technology and hosted in Tier III enhanced facilities.

VENDOR AGNOSTIC



Strong industry partners ensure your solution is built on the technologies you require.

ECONOMIES OF SCALE



Access global carriers, highly secure cloud, and data center facilities worldwide.

CLOUD EXPERTISE



Vendor-certified, industry-tested engineers support your discovery, optimization, migration and management.

MULTI-CLOUD ACCESS



Directly connect to hyperscalers, including Amazon Web Services, Microsoft Azure, and more to save money and time.

ONE HAND TO SHAKE



Your entire infrastructure solution under the Data Canopy umbrella.

Customer Benefits

Lower Cost Access To Tier III Facilities

- Below-retail rates for small to medium-sized businesses.
- Scalable, flexible power configurations
- High-density power

A Competitive Advantage

- Enterprise-class service and uptime available to the SMB market.
- Focus on strategic initiatives – instead of your data center.
- Support regulatory and compliance standards

Added Convenience

- One vendor, one monthly fee for all your hosting needs.
- Carrier agnostic
- Public cloud, multi-cloud, and hybrid cloud connectivity.
- Security and stability of a tier III enhanced facility

