

PEAK 10 REACHES NEW INFRASTRUCTURE-AS-A-SERVICE HEIGHTS

WITH COMCAST BUSINESS ETHERNET

SITUATION

- Peak 10 offers a range of managed data services at 24 data centers in 10 U.S. markets
- State-of-the-art technology infrastructure and emphasis on redundancy and disaster recovery

CHALLENGE

- Data center in Fort Lauderdale relies on service providers to connect customers
- Needed scalable, dedicated Ethernet services to support customers' data replication, disaster recovery and other initiatives

SOLUTION

- Comcast Business Ethernet Network Services
- Comcast Business Ethernet Private Line
- Comcast Business Ethernet Virtual Private Line
- Comcast Business Ethernet Dedicated Internet

RESULTS

- Customers across the country can use Comcast Business Ethernet to connect to Peak 10 data centers in Fort Lauderdale, Atlanta, Jacksonville and Nashville
- Comcast Business Ethernet customers can tap data backup, disaster recovery and colocation services via an Ethernet connection at the on-net Peak 10 sites

CLOUD SERVICES PROVIDER TAPS NATIONWIDE IP NETWORK FOR FULL RANGE OF ETHERNET SERVICES TO SUPPORT CLOUD COMPUTING, CUSTOMER DATA REPLICATION, DISASTER RECOVERY AND OTHER BUSINESS INITIATIVES

CHARLOTTE-BASED IT INFRASTRUCTURE AND CLOUD SERVICES PROVIDER WITH FACILITIES IN 10 MAJOR MARKETS

Peak 10, an IT infrastructure and cloud services provider based in Charlotte, N.C., provides tailored cloud computing, data center and other IT infrastructure solutions and managed services to mid-market companies in a wide range of industries, including finance, healthcare, professional sports and retail.

With 24 data centers located in 10 markets throughout the Southeast and Midwest – including major hubs in Florida, Ohio and Tennessee – Peak 10 operates carrier neutral facilities with diverse connectivity options and access points for customers. Because its customers from the healthcare and financial industries must follow stringent compliance regulations, Peak 10 undergoes annual independent audits for HIPAA (Health Insurance Portability and Accountability Act), PCI-DSS (Payment Card Industry Data Security Standard), Service Organization Controls (SOC) 1, SOC 2, SOC 3, Safe Harbor, Federal Information Security Management Act (FISMA) and International Traffic in Arms Regulations (ITAR).

According to Stefan Pittinger, Vice President of Peak 10: “Organizations have different expectations for cloud services. We provide Infrastructure-as-a-Service (IaaS) offerings for organizations that need compliant and secure hosting solutions to protect financial, healthcare and other sensitive information. We just don’t lease computing power to our customers; we give them the ability to focus on the other aspects of their businesses by providing a cost-efficient, secure and compliant solution.”

DATA ACCESS AND DISASTER RECOVERY SERVICES LET PEAK 10 STAND TALL IN IAAS MARKET

Although it serves a wide range of customers, Peak 10 specializes in mid-sized businesses. It provides customers with continuous access to their data, via Ethernet connections, with the stability necessary to host and deliver bandwidth-intensive applications, but one area where it stands apart from other data centers is its data recovery preparedness.

In Fort Lauderdale, for example, Peak 10 houses its data center in a windowless building that is designed to withstand a Category 5 hurricane. Peak 10 further protects its customers by providing access to two separate power infrastructures within the building, and redundant data backup across Peak 10’s extensive data center footprint.

“Our goal is to provide secure, reliable and redundant options so customers can maintain continuity of business operations and availability of critical applications if disaster strikes.”

Stefan Pittinger
Vice President
Peak 10

With its commitment to data access and disaster recovery firmly in place, Peak 10 wanted to further solidify its standing with customers by giving them access to an array of high-performance, low-latency Ethernet services to support their mission-critical initiatives. It wanted a provider with a large Ethernet footprint to be able to reach more potential customers, especially as Peak 10 looks to expand its customer base in South Florida.

“Our goal is to provide secure, reliable and redundant options so customers can maintain continuity of business operations and availability of critical applications if disaster strikes. We intend to increase our presence in the South Florida region so we wanted an advanced network with a wide geographic reach that can quickly connect to customers and help us stay focused on providing our many services,” added Pittinger.

COMCAST DELIVERS SECURE, HIGH-PERFORMANCE ETHERNET SERVICES; HELPS PEAK 10 MAINTAIN CUSTOMER LOYALTY

Wanting a network service provider that has extensive geographic reach in South Florida and other regions, Peak 10 selected Comcast Business to join its group of carriers and make its portfolio of Ethernet services available to customers of its Fort Lauderdale, Atlanta, Jacksonville and Nashville data centers. In Fort Lauderdale, for instance, Comcast Business provides Peak 10’s customers access to its fiber-based full suite of MEF-compliant, Ethernet services at bandwidth increments up to 10 Gbps.

In turn, Comcast Business Ethernet customers now have another option for on-net data back-up, disaster recovery and other colocation services in Fort Lauderdale. This flexibility gives Comcast customers the ability to transfer data securely and quickly, while also having the option to replicate their data seamlessly between the Fort Lauderdale data centers and the Peak 10 sites in Atlanta, Jacksonville and Nashville that are also on Comcast’s network.

Lancope, one of the fastest-growing network security companies in the U.S., discovered the benefits of the Comcast Business-Peak 10 relationship when it started migrating data to Peak 10 with a Comcast Business 100 Megabits per second (Mbps) Ethernet Private Line, in combination with a 100 Mbps Ethernet Dedicated Internet connection. The service gives Lancope the confidence that it will have the necessary bandwidth to facilitate increased communications and other digital interactions among employees, partners and customers. Additionally, Lancope is moving its off-site storage to a Peak 10 data center for backup and has plans to implement a disaster-recovery solution there.

“Every rack we sell has an Ethernet circuit coming out of it – a crucial component to our customers having fast, reliable access to mission-critical applications and services and one of the many advantages of the Peak 10-Comcast Business partnership. As Lancope illustrates, our relationship with Comcast Business assures customers that their connectivity services can keep pace with their growth,” Pittinger said.