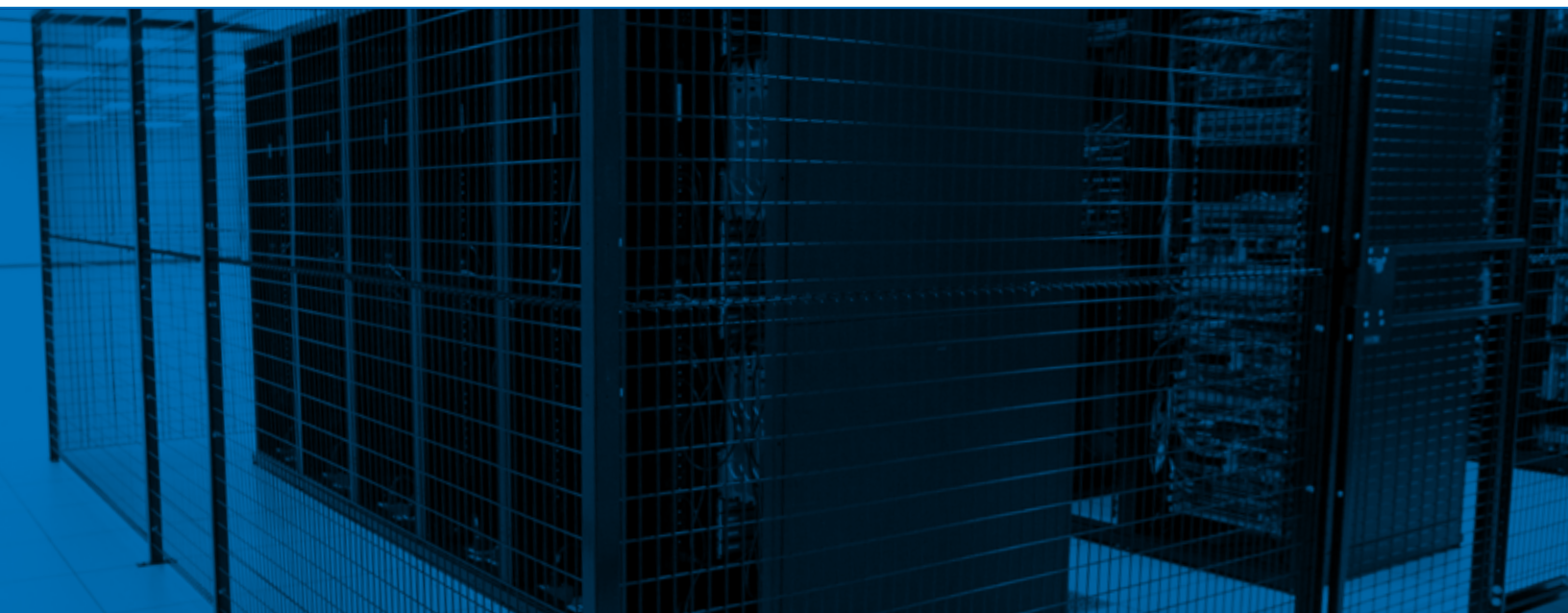


XO COMMUNICATIONS

CAGE COLOCATION, CROSS CONNECTS,
OPEN CLOUD EXCHANGE



XO Communications leverages CoreSite to provide world-class solutions and an extraordinary customer experience.

THE GREAT ENABLER



"The CoreSite Open Cloud Exchange is an exciting solution that supports our Network Enabled Cloud strategy by making it easier for our customers to connect with conventional carriers and cloud service providers. CoreSite has done a tremendous job unifying the market in one place, which empowers us to grow our business faster and more cost effectively."

**Amador Lucero, COO,
XO Communications**

THE CHALLENGE

Sourcing reliable partners for long-term expansion

In today's information economy, an organization's business is only as strong as its network infrastructure. For most, success is predicated on being connected to the right networks, plugged into the right ecosystems, and using the right technologies to tie it all together. With a comprehensive suite of industry-leading solutions, many Fortune 500 companies have turned to XO Communications for their communications and connectivity needs.

XO Communications is one of the nation's largest communications service providers and has built a reputation for producing an exceptional customer experience and world-class solutions. To build on that reputation, one of XO's key objectives is to continue expanding its footprint of on-network facilities and introducing progressive industry solutions, such as its Network Enabled Cloud strategy.

However, continuously delivering and supporting new solutions to a competitive market is never easy. Even as an industry heavyweight, XO is challenged to find the right partners and players to support its competitive position in an ever-changing landscape.

"Our industry continues to grow and change at a very rapid pace," says Amador Lucero, COO at XO Communications. "As a result, we look for partners who offer scalable, expansive data center infrastructure with a national footprint to help us keep up with increasing demands for high-speed computing, cloud applications, and other complex business requirements."

A growing footprint of on-net locations

To evolve its business, XO depends heavily on the ability to deliver an array of high-value solutions, maintain high network availability, and make it easier for customers to access the right services and providers to support their goals. In response, the company has worked diligently to diversify its roster of data center service providers to house its network operations and be more accessible to partners and customers.

"One of the main ingredients to a successful telecom organization is having a diverse wide area network (WAN)," Lucero says. "We need to have a presence in as many locations across the country as possible—close to our customers—to cover all of our major markets."

However, to deliver on its Network Enabled Cloud strategy, XO needs more on-network, fiber-connected facilities that can scale to meet its future business demands.

"Because of the diversity of our customer base, we need to deliver easy access to the applications and business tools they want without sacrificing security or performance," says Lucero. "Given those parameters, we're exceedingly careful with the partners we choose and hold them to very high standards."

THE SOLUTION

XO has made a concerted effort—and large financial investments—in lighting more buildings and wants to ensure that each network facility is owned or operated by a reliable, top-tier partner. As a result, the company has chosen CoreSite colocation, cross connects, and the CoreSite Open Cloud Exchange as key components of its growth initiative.

In addition to its long-standing relationship with XO Communications, CoreSite provides a diverse customer community and an expansive nationwide network of 17 data centers in eight strategic markets, supporting XO's mission of having a physical presence close to existing and prospective customers.

CoreSite's high-density colocation facilities feature industry-standard power, cooling, and redundancy to deliver exceptional availability and reliability. In addition, each building provides XO with flexible configurations and ample space to expand, along with hardwired cross connect options that dramatically accelerate connecting customer circuits and provisioning new services.

"CoreSite offers ultra-modern facilities in a number of strategic locations that mirror our business's footprint," Lucero says.

Cloud-based connections

Through the CoreSite facilities that are renowned for attracting high profile, high-value customers, XO Communications can take advantage of the increased exposure to uncover and capitalize on new business opportunities while providing its existing customers a safe, secure environment for accessing an array of partners and the cloud services they need.

"The CoreSite Open Cloud Exchange facilitates our Network Enabled Cloud strategy by making it easier for XO and its customers to connect with conventional carriers and cloud service providers," Lucero says. "CoreSite has done a tremendous job unifying the market in one place, which empowers us to grow our business faster and more cost effectively."

CUSTOMER EXPERIENCE AND BENEFITS

Controlled growth, greater profitability

Building on an established business while introducing new solutions in a high-growth, competitive market is a tough task. For XO Communications, choosing to partner with CoreSite made the challenge less daunting.

With CoreSite, XO's nationwide expansion is supported by a highly responsive team of seasoned data center professionals committed to providing an exceptional customer experience. The facilities themselves deliver the high performance and uptime reliability XO's Network Enabled Cloud commands, while also featuring simple setup and customized rack and cage configurations for rapid scale and build out to support growth.

XO's CoreSite services also help better position the company for future expansion by accelerating customer onboarding while reducing operating costs. Lucero says that working with CoreSite has also allowed the company to upgrade its cloud services offerings and accelerate bringing the high-margin services to market faster than anticipated.

At the same time, simply being in the CoreSite facilities and using the CoreSite Open Cloud Exchange has increased the company's visibility to prospective customers and facilitated a number of new opportunities. Overall, both strategically and operationally, partnering with CoreSite has proven to be a wise choice.



"The popularity of CoreSite's data centers and solutions has helped us increase our bandwidth revenue by putting us in the middle of a vibrant community of providers and customers," he says. "Our relationship with CoreSite has brought tremendous benefit already and promises to deliver even more in the future."

**Amador Lucero, COO,
XO Communications**

XO COMMUNICATIONS CASE STUDY AT A GLANCE

Challenge

- Expand national footprint in reliable data centers to be closer to prospective customers
- Access larger networks of carriers to improve service and increase sales
- Accelerate time to market of new solutions, including Network Enabled Cloud

Solution

- Leverage CoreSite cage colocation for configuration flexibility and easier infrastructure management
- Adopt CoreSite cross connects to improve network performance, reduce latency, and increase uptime
- Participate in the CoreSite Open Cloud Exchange to gain visibility to prospective customers and partners

Results

- Expanded nationwide footprint of on-network data center facilities
- Supported widespread rollout of Network Enabled Cloud strategy
- Increased revenue opportunities and improved positioning for continued growth
- Colocated in a network-dense environment with more carrier options

“CoreSite has done a tremendous job unifying the market in one place, which empowers us to grow our business faster and more cost effectively.”

Amador Lucero, COO, XO Communications



ABOUT XO COMMUNICATIONS

XO Communications provides the technology that helps business and wholesale customer compete in a hyper-connected economy. In the U.S., XO owns and operates one of the largest IP and Ethernet networks that customers rely on for private data networking, cloud connectivity, unified communications and voice, Internet access, and managed services.

