CUSTOMER SUCCESS SPOTLIGHT
VOXILITY

ABOUT VOXILITY

Voxility is an international Infrastructure-as-a-Service provider with offices in London, Frankfurt, Bucharest and San Francisco. Founded in 2004, Voxility runs a powerful global platform connected to over 1500 other BGP networks to deliver any kind of network configuration and cloud services across 18 major data centers in Europe and the United States.

GAINING AGILITY, SPEED, AND RELIABILITY WITH CORESITE

Companies around the world are flocking to cloud solutions for the speed, efficiency, and reliability their businesses need to succeed. But rather than relying on stalwart cloud providers who use only their own built data centers, companies are increasingly turning to Voxility for more flexible hardware and DDoS mitigation solutions because of the company's commitment to partnering with leading data center solutions providers worldwide.

As the company's client roster grew, so did its need for expanding its footprint within its premium colocated data centers. However, Voxility's primary North American data center partner struggled to keep up with the organization's scale demands, requiring months to stand up new cabinets or upgrade power supplies that cause the company to lose up to 15% of its projected sales because of delivery delays.

The underperforming relationship led Voxility to CoreSite, which offered the easy scale, carrier density, and interconnected ecosystem of providers and ISPs the company needed to excel. CoreSite's premium facilities enable rapid build outs of custom-configured racks and cages for more capacity, and the strategic edge locations in Virginia and Los Angeles are ideal for establishing low-latency connections with regional carriers and a robust disaster recovery plan. More importantly, CoreSite's Marketplace and Any2Exchange give Voxility instant, direct access to thousands of prospective customers and partners to deliver sustainable long-term growth.

BUSINESS OUTCOMES:

- Delivered new cabinets in days/weeks, rather than months
- Achieved 30% OpEx reduction with flexible pricing model
- Added three new customers in the first month via Marketplace
- Improved reputation and customer satisfaction scores

"Many data centers feel exclusive like a country club because they often cater to just a handful of specialty industries or small groups of enterprise companies. CoreSite has built a true peering ecosystem comprising a unique mix of IP traffic from different industries that serve every kind of business need and allow every type of customer or partner to freely interact, connect, and build new relationships." - Maria Sirbu, VP of Business Development at Voxility

ONE DATA CENTER PROVIDER. **EVERYTHING YOU NEED.**

 CORESITE