

SOLUTION

COLOCATION
TRANSPORT

CLIENT



INDUSTRY

SOFTWARE
INFRASTRUCTURE

High-Performance Colocation and Infrastructure for Global Expansion

Zayo supports company's aggressive global build-out strategy enabling them to meet customer demand.

BUSINESS CHALLENGE

MacStadium provides Apple Mac infrastructure on a global scale to serve software companies developing mobile apps for tablets and iPhones using proprietary software that requires Apple hardware. They are the only enterprise-scale Mac infrastructure company in the world, with nearly 20,000 servers worldwide. MacStadium's customers range from large SaaS software companies in Silicon Valley, to a gaming software development team in Stockholm, to a single software developer in Des Moines, Iowa. Five of the top ten most valuable companies, as listed in Forbes' list of most valuable companies in the world, use MacStadium.

EXECUTIVE SUMMARY

Customer Profile

A provider offering enterprise-class Apple Mac infrastructure on a global scale for software development communities.

Objective

Partner with a provider for data center services to support the company's aggressive global build-out strategy.

Outcome

MacStadium has the capacity to meet customer demands and support for continued expansion.

With zColo and Zayo we have the flexible contract terms and build-out expertise, plus the ability to wrap both transport and colocation into a single agreement.

GREG MCGRAW
CEO MACSTADIUM

With many enterprise software developers moving away from managing their own hardware, MacStadium provides the servers and hosting services to help companies rapidly scale. In the non-Mac world, AWS or RackSpace is used to access high-scale Linux and Windows Servers. For Mac software development, MacStadium provides dedicated Mac private clouds built on genuine Mac hardware that are not available from other cloud providers.

A couple of years ago, as part of a global build-out strategy, MacStadium acquired a company in Las Vegas that had been collocated at a large data center facility. After the acquisition, it quickly became clear the colocation facility was not adequate to support their growth strategy. MacStadium needed a data center provider to meet their needs in Las Vegas and serve as their U.S. western data center provider. Greg McGraw, CEO of MacStadium, had been familiar with Zayo's transport network from his earlier career in a telecom services business and decided to evaluate the zColo Las Vegas data center.

“Zayo’s flexible business terms are designed to help us grow with our customers, that coupled with their local account team, the technical support team and the security teams, they are second to none”

GREG MCGRAW
CEO MACSTADIUM

SOLUTION

After a highly competitive process, MacStadium selected zColo to provide more than 550 square feet of space and 200 kW of power. Key factors for selecting Zayo included zColo’s ability to deploy unique, patented rack infrastructure for Apple servers and provide customized power distribution systems. zColo not only met MacStadium’s current and future space requirements, but also designed a multi-phase power distribution option. This accommodates the unique Apple servers in addition to the traditional storage area network and switching infrastructure needs.

“With zColo and Zayo, we have the flexible contract terms and build-out expertise, plus the ability to wrap both transport and colocation into a single agreement,” said McGraw, “And one of the main reasons we continue working with zColo is their emphasis on security and compliance. We recently we completed internal ISO 27001 certification using the high standards zColo has in their data centers.”

RESULTS

By combining data center locations and Zayo’s intelligent transport services, Zayo and zColo become a one-stop-shop for MacStadium. In markets where MacStadium uses third party data centers, they can use Zayo’s transport services to connect to data centers worldwide. MacStadium recently expanded their Las Vegas data center footprint in the zColo facility and are migrating to a new flagship operations data center that was recently built at zColo’s 1150 White St., Atlanta facility near MacStadium’s corporate headquarters. MacStadium has expanded from a U.S. based operation into Europe and are contemplating expansion to Asia to get closer to the global development community. “Zayo’s flexible business terms are designed to help us grow with our customers, that coupled with their local account team, the technical support team and the security teams, they are second to none,” stated McGraw, “Our customers demand high performance, high availability and geographic diversity for their managed private cloud environments. zColo’s data center footprint in the U.S. provides us with multiple options and a flexible partnership that will enable us to continue serving our clients for years to come.”

BENEFITS

- **Flexible** contract terms enable MacStadium to support their customers’ needs to scale rapidly
- **A single source** for colocation and connectivity
- **Zayo’s expansive global fiber network** offers the geographic diversity and latency required for high-performance infrastructure
- **A partner** focused on delivering secure colocation facilities that comply with industry certifications

FOR MORE ON ZCOLO BY ZAYO

VISIT [ZAYO.COM/SERVICES/DATA-CENTER-COLOLOCATION](https://www.zayo.com/services/data-center-colocation)

FOR MORE ON MACSTADIUM VISIT [WWW.MACSTADIUM.COM](https://www.macstadium.com)