Architecting Unified Experiences from Cloud Migration to Cybersecurity for Enterprise Clients

Neovera empowers clients' competitive edges and reaps 45% savings utilizing CoreSite's secure data centers, Open Cloud Exchange® and native cloud onramps

The Challenge

As a trusted provider of enterprise cloud and cyber security solutions, Neovera requires a data center provider with a reliable, high-performing and connectivity-rich hybrid IT environment that can serve as the backbone for the business-enabling IT solutions it architects and manages for its clients. In addition to robust, secure data center services and cloud access, Neovera requires a colocation partner committed to delivering the same unmatched service it offers its clients. Not only does Neovera value partner and client relationships, but it also needs an IT infrastructure solution provider that can grow with the organization as it expands.

The Solution

With nearly 70% of Neovera clients operating in the financial services sector, security and compliance are paramount to its day-to-day operations and ongoing success. The company partners with CoreSite to leverage its Northern Virginia (VA3) data center to support Neovera's production environment and provide the essential security, redundancy and interconnections required.

CoreSite's VA3 data center also offers Neovera native cloud onramps to leading public cloud providers – including AWS, Azure, Google Cloud and Oracle – to enable direct cloud access. CoreSite's ecosystem of providers facilitates low-latency access to a variety of carriers and financial services providers to support Neovera's financial services clients.

Through the Open Cloud Exchange® (OCX), CoreSite's software-defined network interconnection platform, Neovera can quickly establish multiple virtual connections to service providers and public clouds in real-time via a single port, using a private, self-service portal.

For added resilience, Neovera also deploys its disaster recovery (DR) site in Coresite's Chicago (CH2) data center, creating a geographically diverse deployment strategy to protect its clients' data and deliver business continuity solutions. With CoreSite's national footprint in key markets throughout the U.S., Neovera can accelerate its growth and meet the expanding needs of its clients.

NEOVERA

INDUSTRY
Managed IT Server Provider

ABOUT
Neovera is a managed IT services provider (MSP) that helps enterprises address their most challenging and complex business requirements through scalable, enterprise-grade hybrid IT and cyber security strategies. By integrating innovative IT solutions and superior support, the company helps clients achieve consistent, secure business performance and the highest return on IT investment.

WEBSITE
https://www.neovera.com/

The Outcomes

ACHIEVING THE UPTIME TO SUPPORT BUSINESS-DRIVING IT SOLUTIONS ACROSS MULTIPLE PLATFORMS

CoreSite's redundant environment and geographically diverse data centers support Neovera's intense uptime and performance requirements. With redundant power, cooling and connectivity, each facility optimizes reliability, so Neovera's clients' IT environments are always available. This is particularly important for its financial services customers, where downtime can hinder fast-paced trading activity. CoreSite's SLA-backed uptime is strengthened by Neovera's DR deployment in CH2 protecting clients' data and ensuring uninterrupted operations in the event of a disaster.

MEETING INTENSE COMPLIANCE REQUIREMENTS WITH ROBUST DATA CENTER SECURITY

Neovera relies on CoreSite to deliver the highest level of physical security and compliance. CoreSite's facilities use IP-DVR cameras, perimeter fencing, biometric scanners, card readers, mantrap entries, locking cages and cabinets and 24x7x365 onsite security-trained personnel to ensure only authorized individuals can access Neovera's assets. This physical security is supplemented by OCX's direct cloud connections that bypass the public internet to safeguard private data. CoreSite is also ISO 27001, SOC 1 Type 2, SOC 2 Type 2, NIST 800-53, HIPAA and PCI DSS compliant to help Neovera meet stringent regulatory demands.

IMPROVING THE BOTTOM LINE THROUGH CORESITE'S DYNAMIC ECOSYSTEM

The CoreSite environment has also enhanced Neovera's cost-efficiency, offering a 45% savings over its previous data center provider. CoreSite's ever-expanding customer ecosystem also provides potential business opportunities and revenue streams for Neovera. CoreSite recently recommended Neovera to a customer within its Virginia campus, helping the MSP land a new deal to architect and configure a large, 20-rack cage for a Federal client that will be replicated five times globally.

NATIVE CLOUD ONRAMPS AND OCX COMBINE FOR LOW-LATENCY CLOUD ACCESS AND SIMPLIFIED CLOUD CONNECTIONS

Leveraging CoreSite's direct connections to leading cloud services providers, Neovera significantly reduces data transfer costs, eliminates egress fees, speeds time to market and achieves less than two milliseconds of latency to public clouds. OCX also simplifies the management of cloud workloads, allowing Neovera to automate network services and utilize CoreSite as a connectivity hub for fast, reliable communication between the data centers and multiple clouds. Neovera leverages OCX for redundant cloud connectivity, serving as a backup to its dedicated circuits for transit between VA3 and CH2.

TRUST BUILT ON UNMATCHED CUSTOMER SERVICE

Neovera was looking for a trusted IT infrastructure provider after many challenging experiences with another data center company. The company chose CoreSite because of its trust in the CoreSite team and appreciates the attention, support and transparency provided. Over the course of the relationship, this partnership has strengthened as CoreSite took the time to understand Neovera's business and corporate objectives and become a value-added partner. The depth of this commitment allowed Neovera to confidently expand its services with CoreSite to better service its growing customer base.

"Neovera is a trusted partner of our enterprise clients to architect hybrid IT and cyber security solutions that meet their complex business challenges and drive their competitive edges. Through our relationship with CoreSite, we can provide secure, reliable data center services and direct cloud access that allows us to deliver the highest return on our clients' IT investment as well as the performance, support and security of their mission-critical systems to succeed in the marketplace."

SCOTT WEINBERG, FOUNDER AND CEO

Find out more.
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CORESITE

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