CoreSite
An American Tower Company

Supporting Organizations' Complex IT Challenges

Georgia IT reduces cloud costs and bolsters performance exponentially for prominent customer with CoreSite colocation and native AWS onramp

The Challenge

Georgia IT's customers rely on the managed service provider (MSP) to support and strengthen their IT strategies. One of the company's new customers was operating its high-profile, high-traffic business utilizing an all-cloud approach with AWS. With 150 terabytes (TB) of data moving in and out of the cloud daily, the high-growth company was incurring exorbitant egress fees. To reduce these costs, the organization engaged Georgia IT to manage its cloud environment. To best support these expectations, Georgia IT needed a best-in-class colocation partner that could offer secure, high-speed access to AWS at a reasonable cost.

The Solution

Georgia IT partnered with CoreSite, employing a private cage environment in its Reston, Virginia (VA2) data center. This colocation deployment offered a native cloud onramp to AWS, allowing Georgia IT to repatriate its customer's existing AWS deployment to VA2 and utilize the facility's private AWS Direct Connect to reach the hyperscale provider. This solution replaced the cloud-first strategy with a cloud-smart approach that eliminates egress fees and improves cloud performance for its customer.

By leveraging CoreSite's fiber cross connect to AWS, Georgia IT does not have to purchase carrier fiber circuits that can lead to significant cost increases as well as latency and risk-of-failure issues. As part of CoreSite's larger, interconnected Reston campus, VA2 also offers access to a rich ecosystem of interconnections to provide Georgia IT with more options for its customers.

Georgia IT Inc.

INDUSTRY
Managed IT Server Provider

ABOUT
Founded in 2007, Georgia IT, Inc. is a professional services organization that offers a wide range of IT services, including enterprise security services, IT service management and automation, DevOps, splunk services, big data analytics and application development. With offices in the U.S., Canada and India, the organization utilizes a collaborative approach to deliver affordable, sustainable solutions to complex IT problems.

TECHNICAL DEPLOYMENT
Data Center: VA2
Environment:
- Private cage with 18 cabinets
- High-density 170 kW deployment
- Splunk deployment with 12 petabytes of storage
- 3-month data storage retention

WEBSITE
https://georgiainfotech.com/

The Outcomes

DELIVERING A CUSTOMER SAVINGS OF 4-5X WITH NATIVE CLOUD ONRAMPS

Utilizing CoreSite's on-premises cloud connectivity model, Georgia IT eliminates egress charges for its customer, reducing cloud costs by four to five times. Partnering with CoreSite also cut Georgia IT's connectivity costs tenfold over the market rate, shrinking monthly port costs from $3,000 to $270. This savings stands to grow considerably as Georgia IT integrates additional data center connections into its IT strategy.

UNMATCHED SERVICE LEVEL ENSURES IT PROJECTS REMAIN ON TRACK

CoreSite's responsive, professional support is a key differentiator for Georgia IT. This technical expertise and ready-to-help attitude have supported Georgia IT every step of the way, delivering a level of service, urgency and care as if the deployment was its own. This level of attention helps the MSP deliver customer solutions on time, regardless of the size or complexity of the engagement. This was particularly essential as this implementation occurred during COVID-19.

IMPROVING CLOUD PERFORMANCE 3-4X WITH SECURE, PRIVATE CONNECTIVITY

Streamlining connectivity with a direct connection enables Georgia IT to more than triple the efficiency and performance of its customer's cloud computing and storage capabilities. By eliminating dark fiber connections, CoreSite's native cloud onramp also removes multiple hops that can delay data delivery and seriously impact Georgia IT's customer's ability to serve its end users. The direct connection also minimizes potential points of failure to strengthen reliability and uptime and ease troubleshooting for Georgia IT's internal team.

The colocation strategy provides the advantage of being in the data center versus being in the cloud and allows Georgia IT to leverage leading-edge hardware to further enhance performance.

ESTABLISHING ADDITIONAL GROWTH OPPORTUNITIES WITH CORESITE PARTNERSHIP

By accessing the robust ecosystem of businesses and partners deployed in CoreSite's data center campus, Georgia IT can further accelerate growth in its customer base. As a CoreSite Solution Partner, Georgia IT is able to leverage CoreSite infrastructure and offer infrastructure-as-a-service (IaaS) solutions to its customers.

As Georgia IT eyes an additional colocation deployment on the West Coast or in Chicago, CoreSite's portfolio of nationwide facilities with native cloud onramps to leading hyperscale cloud providers offers the same secure, high-speed, low-cost cloud access in these regions.

"Our customers rely on us to deliver effective IT solutions on time and on budget. CoreSite allowed us to provide a major customer with the cloud access it needed at a dramatic savings, while improving performance. We could not offer this value without CoreSite."

VIJAY KOTA, TECHNICAL DIRECTOR, GEORGIA IT

Find out more.
Click. Call. Write.

CORESITE

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