



## Maximum confidentiality for sensitive data

Drooms offers data rooms for highly sensitive transactions via Colocation at Interxion



### Challenge

- Confidential, fast and highly available infrastructure for cloud-based access to sensitive data

### Solution

- Colocation with high-performance connectivity at Interxion locations in Frankfurt, Zurich and Düsseldorf – without data access by the provider

### Result

- Complete system stability due to continuous redundancy
- High performance through connection to many connectivity providers with direct access to the DE-CIX
- Certifications ensure high security and auditability
- Being able to visit the data centres strengthens relationships with customers and trust in the marketplace

Drooms, Europe's leading data room provider with its headquarters in Frankfurt/Main, combines secure document management with artificial intelligence and block chain technology. Confidential business processes such as commercial real estate transactions, mergers and acquisitions, IPOs, business transactions and Management Board communication are securely handled by Drooms. The Drooms solution is fast, automated and easy to use. It also complies with the latest security standards and data protection regulations, including the General Data Protection Regulation (GDPR).

"We have been using Interxion: A Digital Realty Company in Frankfurt to provide our highly sensitive services for several years now," says Niklas Fehl, Head of IT at Drooms. "The colocation provider supplies us with racks in two data centres on the Frankfurt campus, enabling us to use active-active synchronisation. This ensures complete redundancy and high availability for our platform. At the same time, it ensures that our customers adhere to strict compliance guidelines. Interxion is a single-source supplier for all of this."

## Security for highly sensitive transactions

Whether it's company acquisitions or real estate purchases, when Drooms was founded under the former company name "Data Room Services" in 2001, lawyers and other parties involved had to sift through high stacks of paper files. To ensure maximum confidentiality for business partners, Drooms rented premises as a neutral third-party provider and ensured controlled access to the documents. The data rooms that were physical in nature back then are now virtual and located in the cloud. Via protected access, authorised persons can view the digitalised documents and records for due diligence purposes.

## About Drooms

Drooms (drooms.com), the leading provider of virtual data rooms in Europe, allows companies controlled access to confidential company data across boundaries and specialises in providing tailored solutions for the entire value chain. Besides secure execution of confidential business processes such as commercial real estate sales, mergers and acquisitions, non-performing loan (NPL) transactions, with Drooms PORTFOLIO, the company offers the mapping of the entire lifecycle asset management on one platform. More than 25,000 companies around the world currently use Drooms, including leading global real estate companies, consulting and law firms, as well as corporations such as METRO GROUP, Evonik, JLL, JP Morgan, CBRE, REWE and UBS. The software company has already handled over 15,000 complex transactions with a total volume of over EUR 500 billion.

## About Interxion

Interxion: A Digital Realty Company, is a leading provider of carrier and cloud-neutral data centre services across EMEA. With more than 700 connectivity providers in over 100 data centres across 12 European countries, Interxion provides communities of connectivity, cloud and content hubs. As part of Digital Realty, customers now have access to 44 metros across six continents.

For more information, please visit [www.interxion.com](http://www.interxion.com)

“With virtual data rooms, performance poses a challenge,” explains Niklas Fehl. “This is because the documents, annual reports, balance sheets, customer overviews and construction plans, for example, are often several megabytes in size. Opening such files can take up to a minute in badly connected cloud services. That’s why we were looking for a colocation provider that could provide a high-performance connection nationwide – especially in the Frankfurt area – but also in Switzerland. In doing so, they must guarantee the highest level of confidentiality by not having access to the stored data themselves.”

## One infrastructure for all services

Interxion offers this throughout Europe, including its offices in Frankfurt and Zurich. At the data centre service provider’s German cloud hub in Frankfurt, Drooms has access to all major cloud and connectivity providers. In addition, the world’s largest Internet exchange node in terms of data throughput, the German Commercial Internet Exchange (DE-CIX), is hosted here. Besides the highest possible security measures, Interxion also offers auditability and various certifications for data protection and security. Furthermore, customer data does not leave the respective country if this is desired or required for compliance reasons.

“Today our platform runs entirely on Interxion’s colocation offering,” says Niklas Fehl. “Besides our transaction and portfolio data rooms, this also includes AI-based document analysis, Management Board communication and archives on a block chain basis, for example. Every year, a large number of commercial real estate projects and company transactions are handled via our platform. Interxion offers the secure, reliable and highly available infrastructure required for this purpose.”

## Expansion of the cloud range

Drooms not only benefits from Interxion’s comprehensive security concept and excellent connection to the European network. In the future, additional space is to be rented at the Düsseldorf location to serve as a Hot Standby Backup. Drooms also plans to further expand outside Europe and to develop additional industries apart from the real estate, finance, energy and pharmaceutical sectors. Interxion’s data centres offer the flexible scalability that this requires.

“As a large provider, Interxion offers a very good connection, therefore our platform is highly performant,” reports Niklas Fehl. “Our contacts always react immediately and flexibly to our inquiries. We are also proactively informed about current innovations and maintenance work. We can convince our customers of the comprehensive security concept and the high level of data security provided by compliance with German, Swiss and EU data protection laws. They can also visit Interxion’s data centres together with us, if they need to,” concluded Niklas Fehl.

// Interxion offers a secure, reliable, highly available and fast infrastructure. Our platform makes the required documents accessible with just one click – and our customers benefit from the comprehensive security concept and data protection of a European provider.“

Niklas Fehl, Head of IT at Drooms



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**Cofounder:** Uptime Institute EMEA chapter, **Founding member:** European Data Centre Association, **Patron:** European Internet Exchange Association, **Member:** The Green Grid, with role on Advisory Council and Technical Committee, **Contributor:** EC Joint Research Centre on Sustainability, **Member:** EuroCloud.

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