



 Case study

A NEUTRAL DATA CENTRE IS THE RIGHT FIT FOR CSC'S MANAGED SERVICES



Challenge

- To house customers' infrastructure and applications in a secure, highly connected location

Solution

- Infrastructure colocated at Interxion's Vienna data centre
- Easy access to national and global carriers and the Vienna Internet Exchange
- A neutral, non-competitive data centre environment

Result

- Interxion's high-quality environment combines with CSC's managed services to enable delivery of complete customer solutions

When CSC, a leading global provider of IT services, needed a new data centre in Austria, it opted to colocate at Interxion's Vienna facility. "Interxion met all our requirements for availability, security and connectivity," says Andreas Keisler, CSC's Head of Global Infrastructure Services for Austria and Eastern Europe. "If we had to make the same decision again today, we would still choose Interxion."

Meeting customers' data residency requirements

The Austrian customers who approach CSC to host and manage their applications tend to be typical of the companies in that country: small to medium-size enterprises that carry out specialised activities in very particular fields. As Keisler puts it: "In Austria you're more likely to find a company that designs and manufactures a complex car part than one that manufactures cars."

These characteristics influence those companies' thinking about where their data resides. As a leading global provider of IT and outsourcing solutions, CSC operates data centres all around the world, including in Europe. For the companies that come to CSC in Austria, however, a European location isn't specific enough: they want to be certain that the data and applications CSC manages for them will never leave Austria.

"Regulations are a factor to a certain extent, of course, but it's more that people's feelings are dictating their decisions," explains Keisler. "And if they want their data and applications to stay in Austria, then we need to be able to make that happen."

About CSC

CSC is a global leader in next-generation information technology (IT) services and solutions. The company's mission is to enable superior returns on clients' technology investments through best-in-class industry solutions, domain expertise and global scale. CSC has approximately 81,000 employees serving customers in more than 70 countries.

www.csc.com

About Interxion

Interxion (NYSE: INXN) is a leading provider of carrier and cloud-neutral colocation data centre services in Europe, serving a wide range of customers through over 45 data centres in 11 European countries. Interxion's uniformly designed, energy efficient data centres offer customers extensive security and uptime for their mission-critical applications. With over 700 connectivity providers, 21 European Internet exchanges, and most leading cloud and digital media platforms across its footprint, Interxion has created connectivity, cloud, content and finance hubs that foster growing customer communities of interest.

For more information, please visit www.interxion.com

Data centre colocation: fast, flexible, reliable

CSC previously met its customers' residency requirements by operating a data centre at its own premises in Vienna. But an office move meant it had to leave that data centre behind, and find or build a new one.

CSC decided on colocation as its preferred strategy: it was quicker to organise than building its own data centre, and freed the company from capital investment and concerns about sizing and scalability. Colocation also enables CSC to make the best use of its people and their expertise, allowing them to devote their time and effort to developing and managing customers' applications and the traditional, virtualised and cloud infrastructures that host them.

"Colocating with Interxion means we don't have to think about data centre fundamentals like space, power and cooling," says Keisler. "What's more, it's a very flexible arrangement: if we need more capacity, it's readily available — all we have to do is talk to Interxion and amend our contract with them."

Interxion's data centre provides multi-layered security and meets recognised international standards for information security management systems and business continuity management — factors companies count on when they choose CSC to host their applications.

"At CSC our overriding focus is on providing professional services to customers, so we need to work with partners who offer corresponding levels of professional support and operational excellence," says Keisler. "That's exactly what we get with Interxion."

A winning combination for CSC's customers

Being able to connect customers to their applications at the data centre is naturally a key requirement. Because Interxion is carrier neutral, CSC has the widest choice of connectivity providers. The data centre is home to the Vienna Internet Exchange (VIX), which gives CSC access to every Austrian carrier and enables lower last-mile costs for customer connections.

And to connect customers in other countries, or Austrian customers' subsidiaries that may be as far away as China or India, CSC can choose from a range of large global network providers also present in the data centre.

But Interxion's neutrality isn't limited to connectivity: it doesn't offer any type of end-user service, and so doesn't compete for customers with CSC. "Interxion's neutrality is important to us: we wouldn't want to collocate with a company that offered competing services," says Keisler.

"CSC is about adding value to a customer's business with consultancy, system integration and managed services. Interxion's core business is providing well run, independent data centres. It's a perfect combination that enables us to deliver a complete, high-quality solution to our customers at a reasonable price," he concludes.

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Andreas Keisler

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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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