



DEMAND FOR CLOUD COMPUTING CREATES NEW CO-OPERATION BETWEEN ATEA AND INTERXION



Challenge

- To provide a secure, reliable and auditable platform for delivering cloud services

Solution

- Colocation at Interxion's high-availability, highly connected data centre
- Wide choice of Tier 1 carriers

Result

- A stable environment for Atea's cloud platform that ensures high levels of availability and meets customers' data residency, security, and connectivity requirements

The continued growth in demand for high-quality cloud computing has resulted in a co-operation between one of Denmark's largest IT infrastructure suppliers – Atea – and Interxion. Atea is currently managing leading enterprise companies from Interxion's Copenhagen data centre, ensuring the highest level of flexibility combined with the strictest safety requirements on the market.

With the evolution in cloud technology, IT infrastructure suppliers are coming under pressure from customers who want to migrate to the cloud and have no interest in running their own data centre.

For this reason, Atea, as one of Denmark's leading suppliers of IT infrastructure, is currently working in close co-operation with colocation provider Interxion. The company provides Atea with cooling, power systems and the highest levels of security for their cloud technology and more traditional outsourcing-services demanded by a growing number of businesses.

“Over the last few years, Atea has adapted to the paradigm shift we are seeing in the market. Our co-operation with Interxion is one of our key differentiators as it keeps us ahead of our competition and means we can respond more quickly to increased demand for data centre power without having to start from scratch,” says Poul Bærentsen, Director, Data Centre & Cloud Services, Atea.

About Atea

Atea is one of Denmark's largest suppliers of IT infrastructure, and sells Everything-as-a-Service within it. Among its business areas are consulting and project management, IT service management, data centre solutions, networks and cabling, client solutions, printing and copying.

www.atea.dk

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

Connectivity providers ensure freedom of choice

Apart from supplying redundant power, cooling and security, Interxion's data centre at Ballerup, Denmark, has direct links to over 45 Connectivity providers and a wide range of IT providers. In this way, Atea can offer its customers a location at the heart of a Connectivity hub, giving them maximum flexibility and freedom of choice.

"The reason we chose Interxion was mainly its high flexibility and quality. But Interxion's neutrality is also important for many of our enterprise customers, as it gives them the freedom to choose new suppliers in the future without having to go to the expense of relocating the servers," said Bærentsen.

Atea manages market-leading enterprise companies at Interxion

It is mainly larger businesses who require the outsourcing services provided by Atea through Interxion.

"We service larger enterprise companies, e.g. in the financial sector, from our data centre at Interxion. Interxion's high quality and flexibility are all-important for customers for whom even the smallest downtime or lack of security can have massive business consequences," Bærentsen explains.

How the co-operation with Interxion came about

In 2010, Atea acquired the hosting company SCT in order to expand its focus within outsourcing services such as storage and backup solutions. SCT was located at Interxion in Ballerup. Following the takeover, Atea maintained its focus on outsourcing services and extended it to businesses with high requirements for both safety and availability.

"The purchase of SCT was part of Atea's business strategy of improving our position within outsourcing and IT infrastructure services. As SCT was already located at Interxion, this allowed Atea to focus and expand our efforts in the high-end market, for instance, the leading financial institutions," Bærentsen says.

Today, Atea manages a number of enterprise companies via Interxion's data centre, and the number of customers and range of services has grown since co-operation started in 2010.

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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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