

Delivering Premier Telecommunications and Internet Services to Large Enterprises and Government Entities

Atlantech expands its reach and increases revenue using CoreSite's diverse data center locations

The Challenge

Atlantech Online has experienced significant success over the last several years. Its growth—fueled in part by the COVID-19 pandemic—prompted the organization to expand its existing footprint in the mid-Atlantic market. The regional telecommunications and internet service provider (ISP) also saw an opportunity to broaden the reach of its voice platform service by establishing a point of presence (PoP) on the West Coast. To achieve these goals, Atlantech needed to partner with a data center that could support its growing business in each location.

The Solution

CoreSite checked all the boxes for Atlantech, providing a viable alternative to Atlantech's long-term third-party data center provider. CoreSite's newly opened Washington D.C. facility (DC2) supplemented Atlantech's existing regional infrastructure of two in-house data centers and an expansive fiber network. To build Atlantech's West Coast presence, CoreSite also offered a leading-edge data center in Los Angeles, California. These geographically diverse locations allowed Atlantech to create a disaster recovery (DR) solution to support resiliency and uptime.



INDUSTRY

Telecommunications and Internet Services

ABOUT

Founded in 1995, Atlantech Online was an early entrant into the Internet service provider (ISP) industry. Today, Atlantech has established itself as a superior telecommunications services provider and ISP, offering reliable, fast and scalable data, voice and data center solutions for enterprises and government entities.

WEBSITE

www.atlantech.net

The Outcomes



REVENUE GROWTH THROUGH DIVERSE LOCATIONS

CoreSite's national presence allowed Atlantech to grow its existing business in the mid-Atlantic region and generate a new revenue stream for its telecommunications services in the previously untapped West Coast market. Located in major metropolitan areas, these facilities provide access to Atlantech's core customer base of enterprises and government entities. CoreSite's portfolio of 24 data centers in eight major markets also promotes future opportunities to expand into other national markets to further increase revenue and capture new customers.



PERSONALIZED IT SOLUTIONS THROUGH EXPERTISE AND FLEXIBLE OPTIONS

IT environments are becoming more complex, and IT resources are stretched more than ever. CoreSite's deep and broad bench of IT experts partner with Atlantech to optimize its environment and deliver an unmatched customer experience for Atlantech and flawless service for its customers. The CoreSite team is also responsive and transparent, quickly addressing issues and providing new, creative solutions to IT challenges.



TELECOM AND INTERNET SERVICES STRENGTHENED BY ROBUST DATA CENTER ENVIRONMENT

CoreSite heavily invests in its data centers to ensure they deliver sufficient power and cooling capacity, diverse connectivity options, and access to a robust selection of carriers and all major cloud service providers. This allows Atlantech to effectively operate its environment and ensure uninterrupted services for its own customers. Additionally, built-in redundancies around power, cooling and connectivity promote a stable environment to mitigate downtime that can impact service delivery and customer satisfaction.



COST SAVINGS WITHOUT SACRIFICING OPERATIONAL EXCELLENCE

CoreSite's competitive pricing model allows Atlantech to minimize expenses without impacting the operational integrity, security or customer experience it requires to effectively deliver its services. The result is improved value for less money.

“CoreSite checks all the boxes for us. Its nationwide presence in key areas helped us expand to the West Coast, and its nimble, flexible approach to data center services helped us build a robust solution to meet our customers’ needs into the future.”

ED FINERAN, CEO, ATLANTECH ONLINE

**Find out more.
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