

Infrastructure-as-a-Service Provider Supports the World's Biggest Internet Hubs with Agility, Speed and Reliability

Comprehensive security services and networking capabilities are the keys to success for Voxility to meet customer demand and company growth strategy



The Challenge

To provide customers with the always-available connections and services they need to satisfy the expectations of their own customers, Voxility partners with premium data center solutions providers across Europe and the U.S. With consistent double-digit yearly growth, [Voxility](#) needed to expand its footprint within these collocated data centers. However, its primary North American data center partner struggled to offer the scalability and the power the Infrastructure-as-a-Service (IaaS) provider required, resulting in delivery delays that reduced projected sales by up to 15%.

The Solution

This underperforming relationship led Voxility to CoreSite, which offered the easy scale, carrier density, and interconnected ecosystem of providers and ISPs the company needed to excel. Voxility signed on with CoreSite, establishing presences in Virginia and Los Angeles data centers to support its North American customers.

voxility

INDUSTRY

Infrastructure as a Service

ABOUT

Voxility is an infrastructure-as-a-service (IaaS) provider that operates a powerful global platform connected to more than 1,700 other Border Gateway Protocol (BGP) networks to deliver any kind of network configuration and cloud services. Competing with the industry's cloud giants, Voxility differentiates itself by offering more flexible hardware and DDoS mitigation solutions to its customer base of hosting providers, internet service providers (ISPs), regional telecommunications companies, content delivery networks (CDNs), gaming providers and more.

WEBSITE

www.voxility.com

The Outcomes



NEW CUSTOMERS ENGAGED THROUGH INTERCONNECTED ECOSYSTEM

CoreSite's Marketplace and Any2Exchange® service combine to offer Voxility instant, direct access to thousands of prospective customers and partners as well as seamless internet peering to enhance its network reach and performance. This interconnected ecosystem enables networks to freely interact, connect and build essential relationships that support long-term growth. Through CoreSite's ecosystem, Voxility added three new customers in just its first month.



BUSINESS GROWTH BACKED BY UNYIELDING RELIABILITY

CoreSite's built-in redundancies ensure Voxility can offer the unrelenting availability its customers require. This reliability enhances its customers' reputations—as well as its own—to promote business growth and success.



REVENUE INCREASE OF 40% DRIVEN BY RAPID, FLEXIBLE DEPLOYMENTS

In Voxility's world, speed of deployment directly impacts revenue. CoreSite's premium facilities enable rapid build outs of custom-configured racks and cages, eliminating delays in installing cabinets and upgrading power supplies. By reducing time to market from months to days or weeks, CoreSite helped Voxility realize a 40% increase in U.S.-based revenue.



OPEX REDUCTION OF 30% ENABLED BY FLEXIBLE PRICING MODEL

During the first year of collaboration, CoreSite's flexible pricing model helped Voxility achieve a 30% OpEx reduction. By leveraging CoreSite's experienced team to manage and maintain rolling out new cabinets and power, Voxility can remain focused on meeting customer expectations and implementing revenue-generating initiatives.

“Many data centers feel exclusive like a country club because they often cater to just a handful of specialty industries or small groups of enterprise companies. CoreSite has built a true peering ecosystem comprising a unique mix of IP traffic from different industries.”

MARIA SIRBU, VICE PRESIDENT OF BUSINESS DEVELOPMENT AT VOXILITY

**Find out more.
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