Corporate Case Study – Colo Atl

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Joe Oligny, Senior Director of Engineering, Global Telecom & Technology

The Opportunity

Global Telecom & Technology (GTT) is a global network operator delivering data services to enterprise, government and carrier customers in more than 80 countries worldwide. Headquartered in McLean, Virginia, GTT provides customers with innovative network solution, utilizing its own network assets, linking over 100 Points of Presence across North America, Europe and Asia, and extending them worldwide via its 800 partners. As a leading global network operator, it is crucial for GTT to expand its footprint network services in key US and international markets. Comprised of 28 counties and home to more than 5.3 million people and 145,000-plus private-sector firms, Metro Atlanta is one of these key markets for GTT. As such, the company sought a premier colocation space within the city that would not only allow easy interconnection with its customers and carrier partners, but also provide ample space for its network operations.

GTT sought a well-designed, well-established colocation facility within the downtown Atlanta area that could serve as a valuable addition to the company's already-established presence in Atlanta.

The Solution

In its search for a top-notch Atlanta-area colocation provider, GTT was introduced to Tim Kiser, a Professional Engineer (PE) with over 30 years of experience, and Founder and Owner of Colo Atl.

Established in November 2001, Colo Atl, a JT Communications Company, is a premier colocation and Meet Me Room (MMR) facility located in Atlanta. Conveniently situated adjacent to Telx's facility, Colo Atl resides at 55 Marietta Street. The facility serves as a strategic hub for Midwest, National and International telecom interconnection.

For GTT specifically, Colo Atl proved to the company that it would not only offer convenient and affordable colocation, data center and interconnection amenities in its SSAE 16 certified facility, but would serve as a venue for GTT to utilize for client operations and interaction as well. Moreover, Colo Atl's customer centric philosophy guarantees exceptional customer service initiated directly with the facility designer, owner and chief engineer, Tim Kiser. The personal touch of Colo Atl's already full range of services served as an additional benefit to GTT – as reliability and responsiveness of the colocation facility were also crucial deciding factors.

The Results

Colo Atl not only was the colocation provider of choice to facilitate the connection of GTT to its customers and carriers, and provide adequate space for its networking and client operations, but it also proved to be among the easiest in which to work, and exceptionally reliable.
Through Colo Atl, GTT is able to expand its footprint, and expand to more customers on-net via the telecom hot spot that is Atlanta, GA.

Joe Oligny, GTT's Senior Director of Engineering, who is responsible for running his company's global network and all of its colocation facilities, comments, "Working with Colo Atl is really easy because we have Tim Kiser, and his great team supporting us. With Colo Atl, it's a 'tell them once and it's done' kind of experience – the services we need to have added or augmented are addressed quickly and effortlessly. Colo Atl makes working with its team very pleasurable. Additionally, we have not experienced a single facility event that has impacted our operations – it's been smooth running with Colo Atl."

Having a strong background in colocation himself, Oligny also recognizes that Colo Atl is a "very well put-together, well designed facility," noting that Tim Kiser has put his time, expert engineering, and money into the facility to make it a premier, top-notch facility.

The level of attention and customer support GTT receives from Colo Atl's personnel continues to be one of the greatest value-added services for Oligny. "Tim is sure to keep in very close touch with us, and is always informing us of the facility's newest updates and upgrades. Quite simply, Colo Atl is the one facility I rarely have to think about because of that strong level of trust we have while colocating there – we know GTT is in great hands with Colo Atl."

Oligny can also describe a particular instance where Tim went above and beyond. One of GTT's largest clients had a massive shipment – several truckloads' worth – show up to the Colo Atl facility on Veterans Day, a holiday for a lot of companies. "Tim, a veteran himself, instead of turning the shipment away, worked hard, assembled a team, and did everything he could to take the shipment in. He really goes the extra mile, and makes everything happen without a hitch. You really don't see that in many other colocation facilities," remarks Oligny.

About Colo Atl

Located in the global telecom hub of Atlanta, Georgia, Colo Atl provides colocation, data center & interconnection services, at an affordable rate. Colo Atl's a neutral colocation facility that allows tenants and carriers to securely and conveniently cross-connect within a SSAE 16 certified facility. Colo Atl has no monthly recurring cross connect fees between tenants and provides exceptional customer service. Visit Colo Atl online at: www.coloatl.com and follow us on Twitter @ColoAtl.

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GTT is a global network operator delivering managed data services to enterprise, government and carrier customers in over 80 countries worldwide. GTT provides customers with innovative connectivity solutions by utilizing our own network assets - linking over 100 Points of Presence across North America, Europe and Asia - and extending them through our 800 partners worldwide. Our Network as a Service proposition delivers flexible, reliable and scalable network infrastructure, capable of both public and secure private networking. We simplify network deployment by removing the complexity of multi-vendor solutions while offering the cost efficiencies of a single partner. For over 14 years GTT has provided world class project management, rapid service implementation and global 24/7 end-to-end solution monitoring and

support. GTT is headquartered in the Washington, DC metro region with offices in London, Dusseldorf and Denver. For more information visit the GTT website at www.gt-t.net.