

# ISP chooses ServerHouse for flexibility, reliability and unrivalled connectivity



## The Requirement

A Hampshire-based ISP known for their exceptional network performance was in need of a significant amount of Data Centre space.

They needed flexibility to support their customers, ranging from 1U dedicated servers to multi-rack FTSE 100 Finance Houses. Their customer base was rapidly changing, especially as customers looked to cut back and save costs during times of economic uncertainty.

The ISP required an exceptional level of connectivity and wasn't happy being connected via a BT tail circuit with no diversity, room for expansion or competitive pricing.

The wrong choice could badly damage their long standing reputation and have a dramatic impact on their network, web hosting services and colocation offerings. It was essential that the right partner was found.

## The Solution

ServerHouse offered a bespoke, multi-rack call-off contract, enabling the ISP to rapidly increase or decrease their space and power footprint in line with their customers needs. This meant the ISP could add racks at just 24 hours notice to support new business and network expansion, without the stranglehold of a 12 month contract each time.

ServerHouse's unique engineering implementation and Data Centre offerings, backed with more than 12 years of Data Centre experience, convinced the ISP they could depend on ServerHouse to provide a stable, secure environment for their entire customer base. From single-server clients, to PCI-DSS approved clients implementing Disaster Recovery across multiple sites.

ServerHouse was also able to provide 'on net' connectivity to a Tier 1 Service Provider, giving the Hampshire-based ISP access to competitively priced IP in the capacity they needed.

ServerHouse recognised the ISP's needs and adapted their product offering to suite the clients' business model.

"ServerHouse aspires to work with our customers to support them, when our customers are successful that success benefits us" – Gary Coates, ServerHouse, Fareham