



Case Study: Ubiquity Server Solutions, a data center services and network infrastructure provider, chooses PacketExchange’s high performance IP Transit, providing 100% guaranteed uptime to deliver reliable connectivity to its parent and sister operating companies.

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Corey Northcutt, Chief Communications Officer for Ubiquity Server Solutions

The Opportunity

Ubiquity Server Solutions, part of the Nobis Technology Group portfolio, provides private label colocation, dedicated servers, virtual private servers, and network services for the entire Nobis network, which represents a dozen companies in cities throughout the United States including Atlanta, Chicago, Dallas, Los Angeles, New York and Seattle. One of its top priorities was to not only find a provider that had high availability, but also one that had a geographically dispersed network to support each of its locations.

“Ubiquity’s core business is to ensure that our clients experience the lowest latency and highest network performance possible. Network reliability, scalability, and responsive service are paramount to our success,” states Corey Northcutt, Chief Communications Officer of Ubiquity Server Solutions. Knowing they needed a responsive provider with robust Service Level Agreements (SLAs), the Ubiquity team began their aggressive search for the right provider.

The Solution

After a careful review of IP network providers and an extensive testing of network performance, Ubiquity Server Solutions chose PacketExchange to serve as one of its IP backbone providers to support its city locations. Because the PacketExchange network has proven low latency and strong global peering relationships, it was a perfect fit for Ubiquity, ensuring its clients fast, reliable connectivity to support their data center environments. “PacketExchange’s high quality and reliable network is a big selling point for Ubiquity when bringing on new clients,” commented Corey Northcutt. “We feel confident that our clients’ networks and applications will always be up and running.” An added benefit to Ubiquity was the ability to aggregate traffic across all of its locations, further streamlining overall network management and allowing a scalable path for growth.

The Results

Since 2006, PacketExchange has provided Ubiquity and its sister companies reliable connectivity. With a distributed Metro NAP architecture, PacketExchange ensures network availability and protection by having multiple layers of redundancy throughout its network. PacketExchange's geographically dispersed peering points, global exchanges and as its 10 Gigabit backbone deliver the robust capacity required by Ubiquity's growing client base.

"Our extensive research and experience with other IP providers showed us that customer service along with superior performance matters. The PacketExchange team is very responsive and works closely with our internal groups," states Northcutt. "We can count on PacketExchange to deliver." Ubiquity has experienced phenomenal growth, tripling in size within the last three years. Performance matters and PacketExchange delivers.