Integrated services provider launches access to their cloud connect, SIP trunking and data backup solutions via Equinix, boosting performance, speed and reliability.

"Receiving voice services through a direct connect to Equinix allows Atlantech Online to access first-of-its-kind connectivity on demand. Our customers will benefit from remarkable scalability and speed in business VoIP telephony services."

H.F. Chou, CIO, Atlantech Online

Overview/Executive Summary

The demand for cloud services, SIP trunking and other enterprise services is steadily on the rise, and as a leading regional VoIP provider Atlantech wanted to gain a competitive edge by offering what their customers now required. A customer of Equinix since 2002, Atlantech decided to incorporate an Equinix Cloud Exchange™ multi-cloud "switchboard" solution to deliver customers all-new levels of VoIP scalability, security, performance and provider flexibility — today and tomorrow.

Business Challenge

Atlantech's customers are constantly looking to dynamically add services to their existing connections, and to be able to scale on demand, in order to maximize all the advantages of the cloud. The trouble with connecting to multiple clouds is the cost of supporting private connectivity, ranging from using multiple network points to provisioning multiple links. Atlantech needed a way to offer customers everything they required, but at an affordable rate. That's where a Cloud Exchange solution came into play.

atlantech online
broadband · voice · hosting

Customer Profile

History
Founded in 1995, Atlantech Online provides VoIP telephone and internet services within the Mid-Atlantic region of the United States.

Customers
Regional business and government organizations.

Headquarters
Silver Spring, Maryland
www.Atlantech.net

EQUINIX

atlantech online
broadband · voice · hosting
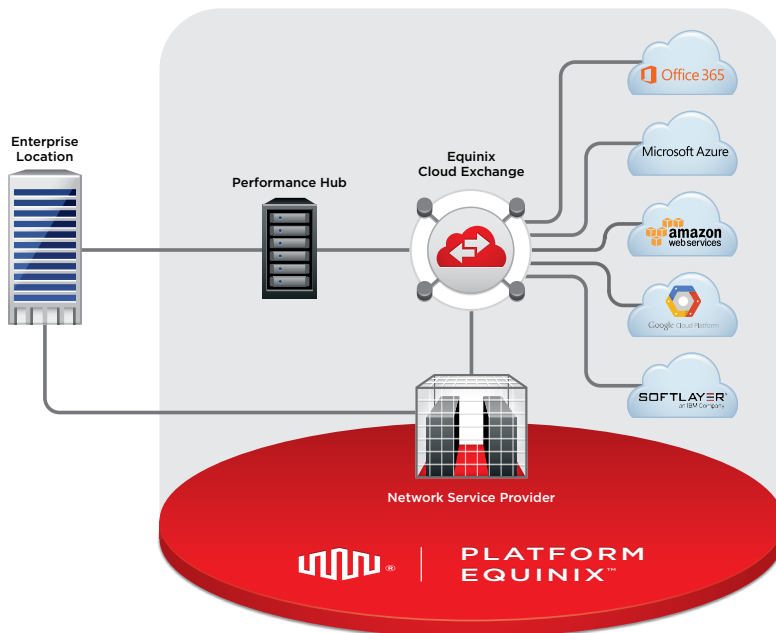
Equinix.com | Atlantech.net

Approach/Solution

Atlantech's Cloud Exchange deployment now enables customers to seamlessly access multiple cloud providers — including Amazon Web Services (AWS), Microsoft Azure and Google Cloud — as well as Atlantech's services, all over the same connection. Connections are high speed, private and secure, range from 100 Mbps to 10Gbps, and completely bypass the public internet.

By moving the company's interconnection capabilities from a cross connect to a virtual API-driven connection, their customers can grow and scale faster than with competing providers in the region.

Expected Benefits and Business Results

- Atlantech estimates their customers will experience up to a 147% improvement in performance thanks to the Cloud Exchange deployment

- By combining services over the same connection, customers are able to save on access fees and last mile costs. In addition, as they grow and expand, limited extra investment is required to connect to new clouds and providers

About Atlantech

Founded in Maryland in 1995, Atlantech Online was an early entrant to the internet service provider industry. Since that time, it has established a track record of providing superior internet services to its clients as a knowledgeable service provider who understands the changing needs of the marketplace.

About Equinix

Equinix, Inc. (Nasdaq: EQIX) connects the world's leading businesses to their customers, employees and partners inside the most interconnected data centers. In 40 markets across 5 continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies. In a digital economy where enterprise business models are increasingly interdependent, interconnection is essential to success. Equinix operates the only global interconnection platform, sparking new opportunities that are only possible when companies come together.

Learn more at **Equinix.com**

Equinix Americas
+1.650.598.6000
info@equinix.com

Equinix EMEA
+31.20.753.7950
info@eu.equinix.com

Equinix Asia-Pacific
+852.2970.7788
info@ap.equinix.com

Equinix.com | **Atlantech.net**