



Client Case Study

“By moving to NYI’s fully redundant and secure facility, we were able to adhere to state guidelines and compliance regulations, as well as greatly enhance our business continuity plan – saving us time and money in the long run. As a government entity, we have to be ever mindful of costs. NYI’s highly cost-effective solution was a pleasant surprise for us, considering its state-of-the-art facilities, quality services and exceptional customer service.”

— Chris Wade, Network & Systems Engineer, West Windsor Township (New Jersey Municipality)

The Challenge:

As a municipality of close to 30,000 people located in New Jersey and home to Princeton University, West Windsor Township’s IT department is in charge of the area’s police, services, redevelopment projects, recreation department and other key city offices.

Working with limited resources and only a small technical team, West Windsor Township had to be careful about their IT decisions while also being open to new ideas and technologies. Before Network and Systems Engineer, Chris Wade, took over the IT responsibilities, the township used a cumbersome and antiquated means of backing up their IT environment (i.e. back up tapes that were placed in a bank vault). This left the township in a vulnerable position and required a timely fix if anything went down. Tapes do not add a lot of value in the event of a disaster. If disaster struck, the township would have had to repurchase all of their servers and rebuild the network infrastructure, which would have been costly and time consuming.

Chris knew that things needed to change in order to efficiently and securely manage the infrastructure for the township, so he took over managing servers, desktops and all of the technical aspects for the township. He began looking at providers for rack space. His challenge was that many of the municipalities rely on consultants because of the complexities in meeting state guidelines, but he didn’t have the budget. So, he took on the project himself.

In order to meet state requirements, Chris knew that the data center had to be at least five miles away, sufficiently cooled, adhere to HIPPA compliance, have redundancy measures in place for power and cooling - and ultimately had to be very secure.

The Solution:

The project kicked off with Chris looking at several data center facilities in the NJ region, but found he was getting very little rack space for quite a lot of money. The facilities he toured could handle part of his requirements, but he was still challenged to find a provider with everything he needed, plus instill confidence in him that they could handle his current needs and anything that might come up in the future.

Driven by not only ensuring extreme security and compliance measures were built-in, but also top notch fire suppression system, multiple carrier options, and getting all of that in a cost-effective manner, West Windsor Township selected NYI’s New Jersey data center to support its production and disaster recovery IT environments.

The township leveraged NYI’s MigrAssist service, designed to help businesses successfully migrate from an existing data center into an NYI facility. The service is based on a multi-phased data center migration planning approach, which can be customized for each client to ensure IT requirements and specific timelines are met. NYI’s team was immediately available to get the migration initiated and in half a day, Chris had IPs set aside, racks labeled and security set up to enter the building. In Chris’ own words, “everything was right on point, clearly marked and correct from the start – our equipment was up and running very fast. NYI techs were phenomenal.”

Not surprisingly, it can be very complex and costly for companies to move their data environments and often prohibits organizations from making the change – locking them into a data center arrangement that constrains their growth and/or doesn’t offer the latest technology and innovative services. NYI is fully aware of these concerns and works closely with clients who either outsource their data center completely or move to hybrid configurations combining physical colocation, cloud and bare metal.



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The Results:

Overall, NYI's cost effective solution enabled West Windsor Township to optimize the latest in technology, while protecting and maximizing its production and disaster recovery environments.

"Working for a government entity, we are constantly challenged to do more with less," continues Wade. "Budgets are so tight as it is and because we are non-profit, it makes it more of a priority to ensure you are maximizing your investment. NYI's price point was mind blowing—and took the risk out of the equation. The NYI team made it a very easy decision for us and I highly recommend other government agencies to take a look. And you can't forget the free soda - that is awesome!"

"By moving to NYI's fully redundant and secure facility, I was able to adhere to state guidelines and compliance regulations, as well as greatly enhance our business continuity plan - saving us time and money in the long run," continues Wade. "As a government entity, we have to be ever-mindful of costs. NYI's highly cost

The final deployment phase for West Windsor Township will be establishing a business continuity plan, which involves installing a virtual host at NYI's data center. The plan can be easily tested periodically - and will also include placing production servers at NYI then integrating NYI's cloud to host West Windsor's Sharepoint for an added layer of back up. This will eliminate downtime in the event of a disaster

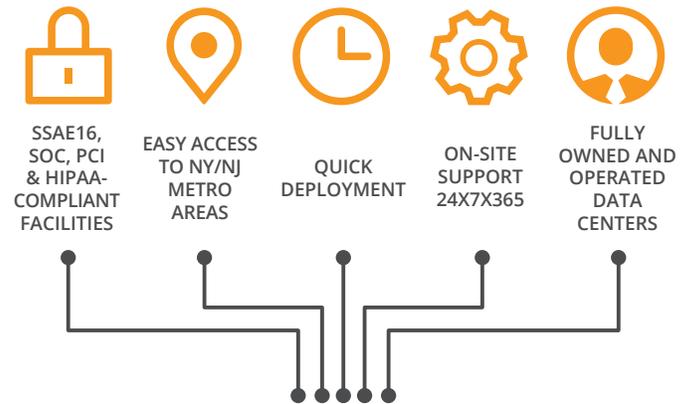
About NYI

We understand you're important and so is your business. Our approach is simple, effective and unique in our marketplace. We look beyond our world-class data centers and focus on supporting customer growth and success acting as a genuine extension of your IT team. Since 1996, NYI has provided customers with fully managed, customized infrastructure solutions built to suit specific business and mission critical IT needs. NYI looks beyond its world-class data centers and focuses on supporting customer growth and success, acting as a genuine extension of its customers' IT teams. Customers view NYI as a true partner.

NYI is SSAE 16, SOCI/SOCII, HITECH, PCI and HIPAA-compliant. For more information, visit www.nyi.net; call (800) 288-7387; also follow us on Twitter and LinkedIn.

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MANAGED SERVICES / WORK RECOVERY CENTER



NEW YORK 100 William Street, New York, NY 10038

NEW JERSEY 999 Frontier Road, Bridgewater, NJ 08807

Info: 800.288.7387 | salesteam@nyi.net | www.nyi.net

twitter.com/nyinternet

linkedin.com/company/new-york-internet-company