



# Client Case Study

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**— Denver Maddux, Chief Executive Officer, Megaport**



## Opportunity:

Megaport, a global leader in SDN-based elastic interconnection, pioneered the world’s first platform that allows companies to instantly manage their connectivity from anywhere, on any device, thereby cultivating endless possibilities. With its single port, customers can access high-speed interfaces that connect them to the Megaport Fabric, making it easy to instantly tap into an elastic multi-cloud ecosystem. While the Megaport Fabric serves as the company’s bread and butter, the creation of strategic partnerships in key locations is necessary for customers to truly benefit from its full range of service offerings.

## The Solution:

Megaport chose to establish Points of Presence (PoPs) in NYI’s New York City and New Jersey data centers to provide customers with a wider and more relevant range of solutions. This is achieved via a single port into NYI’s solutions marketplace, giving customers the ability to deploy colocation, cloud computing, bare metal, and managed hosting services.

NYI offers its customers unique, hybrid-IT solutions that enable them to overcome critical business challenges. The company prides itself on being an extension of its clients’ IT teams, and is available around-the-clock to assess, advise, optimize, and deploy proven solutions that allow companies to innovate and grow.

By partnering, Megaport and NYI find themselves in a win-win situation. Now, via the Megaport Fabric, NYI’s customers benefit from direct, instant, and scalable access to leading internet exchanges and major cloud service providers. These include AWS, Microsoft Azure, and Google Cloud Platform.

This combined offering from both NYI and Megaport affords clients the ability to create directly connected, scalable, hybrid, and multi-cloud environments that boast high availability and performance, while providing significant cost savings.

**“The New York City metro is a dynamic and thriving market for technology services. It is home to many innovative tech companies and enterprises that are shaping cloud architecture, the Internet of Things, and various X-as-a-Service models,” explains Denver Maddux, Chief Executive Officer, Megaport. “NYI is a prime example of one of those companies enabling the evolution of the IT model. Their wide range of innovative services, high level standards of service quality, and strategic data center locations make them an excellent partner to further the execution of Megaport’s strategy in New York and New Jersey. We are truly excited to work with such a passionate and innovative company.”**

## WITH THE MEGAPORT/NYI PARTNERSHIP, CUSTOMERS NOW BENEFIT FROM:

- Direct and secure connectivity to multiple cloud and network service providers
- Scaling on demand and provisioning connections, in seconds, to any endpoint
- Real-time provisioning and API integration
- Flexible contract terms, allowing for greater flexibility and accountability.



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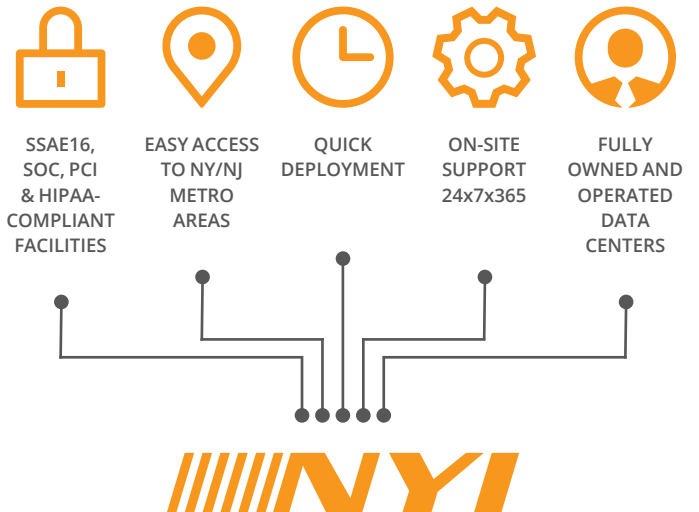


## About NYI:

NYI enables companies to overcome critical business challenges by utilizing our agile Hybrid-IT solutions and professional services capabilities across multi-cloud, bare metal, and colocation - all on a single platform. Leverage NYI as part of your IT team – available 24/7/365 to assess, advise, optimize, and deploy proven solutions - allowing your business to innovate, grow, and succeed.

## About Megaport:

Megaport is the global leading provider of elastic interconnection services. The company's global Software Defined Network (SDN) enables customers to rapidly connect their network to other services and data centers across the world. Services can be directly controlled by customers via their mobile devices, computer, or their open API. The company's extensive footprint



NYI is SSAE 16, PCI and HIPAA-compliant.  
For more information, visit [www.nyi.net](http://www.nyi.net); call (800) 288-7387;  
or follow the company on Twitter and LinkedIn.

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