

Cyxtera Win Wire

RETAIL VERTICAL CUSTOMER:

Client was instrumental in developing the recipe for Chicago-style deep dish pizza and opened up his first pizzeria in 1971. It has since become one of the Chicago area's best-known local lines of pizza restaurants. They also ship nationally.

BUSINESS CHALLENGES:

- Client was facing challenges with their current data center/telco provider
- Needed to move out quickly
- Needed data center close to both their offices and their current data center to make their lift and shift migration easier
- Stay within current budget (under \$1K a month)

RESULTS:

- Closed in 3 weeks
- 36-month TCV of \$32,040
- Utilizing Cyxtera's CXD IP Connect service (blended bandwidth) to reduce telco spend

PARTNERING SUCCESS:

Partner contacted Cyxtera, sharing that their client needed a new data center partner, and that they had a specific budget. Through a few intro emails and calls, Cyxtera quoted their Colo and Connect promotion pricing for its Elk Grove, IL data center. A tour of the data center was provided 2 weeks after introductions, and the paperwork was signed 2 business days later.

TOTAL SALES CYCLE: 16 BUSINESS DAYS!

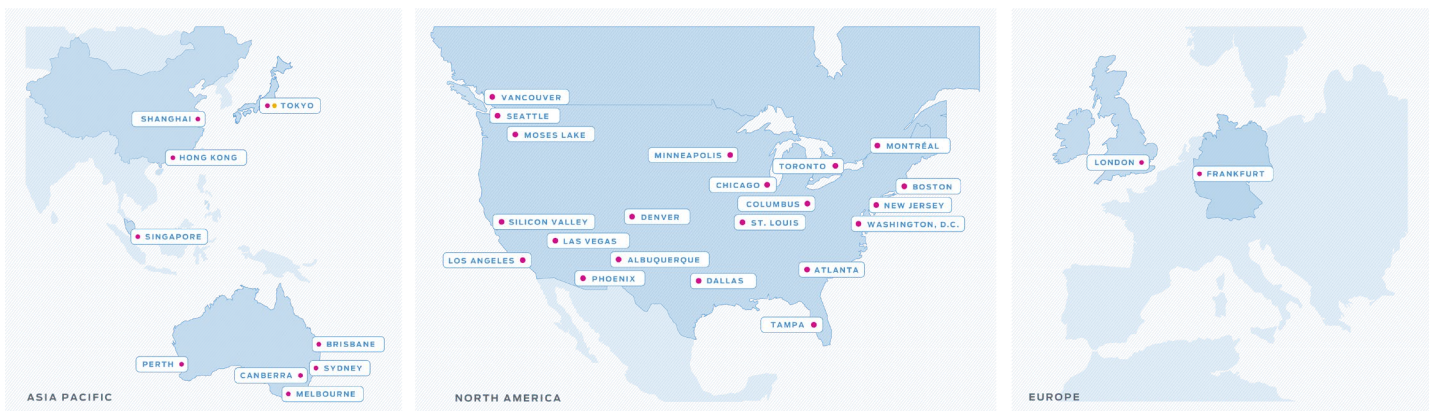
SOLUTION

- Partner worked with client and discovered that they needed a new data center partner in Chicago.
- Customer selected Cyxtera because:
 - **Location** – Client needed a location close to their offices.
 - **Budget** – Cyxtera was able to come in under the client's budget.
 - **Network** - CXD IP Connect provides blended bandwidth consisting of multiple carriers, enabling Malnati's to reduce telco commits.
 - **Timing** – Client wanted to move in immediately and the pre-provisioned cabinets and use of CXD IP Connect reduce implementation timelines.

Cyxtera Solutions

- **Colocation**- A global footprint of 50+ connectivity rich data centers in 36 cities across three different continents.
- **On-demand Connectivity**- The Cyxtera Extensible Data Center (CXD) platform leverages a software defined network enabling point, click and provision connectivity helping your clients accelerate their time to market.
- **Hyperconverged Infrastructure (HCI)**- CXD Compute Nodes, our unique data center on demand offering, powered by Nutanix can be deployed in as little as a single day, lower your clients' infrastructure costs by 25-50% and align with a cloud-first strategy.
- **Cybersecurity Solutions**- Leading **software-defined perimeter** solution for intelligent, adaptive secure access. Complete suite of offense and defense-oriented **threat management and analytics** solutions. Security solutions are location agnostic, extending across public clouds, colocation and on-prem infrastructure.

Cyxtera's Global Data Center Footprint



50+

Data centers

2.9 million

Square feet

227

Megawatts

36

Cities

100+

Network providers