

# A Partner for Bezeq in Europe

Level of service is the overriding concern for Bezeq International. Building a partnership with Interxion Germany allowed them to keep a step ahead of rising Internet demand and expand their portfolio of premium-quality data services for multinationals.



## The Challenge

In 2006 Bezeq International were looking for a colocation provider in Europe with whom they could expand their international data and Internet services. They needed a secure, high-availability operator with a broad range of connectivity options and a high standard of support services.

“Level of service is always our key concern, both due to a highly competitive local market and the high expectations of our international business customers, so we had a very rigorous set of selection criteria,” said Benny Pinhas, Operations Director, Professional Services, Bezeq International.

## The Solution

“We looked into a number of providers and Interxion fitted like a glove,” he continued. “Not only did they match all our criteria, but they also housed one of our key carriers.”

So in 2006 Bezeq moved their equipment into a cage in Interxion’s FRA 3 data centre, and the Interxion facility became a core part of their backbone, terminating their tier 1 European traffic. Since then a strong working relationship has developed, and Bezeq have sold their own colocation services as well as a range of new international network-based services with great success.

To meet growing demand, Bezeq expanded on the Interxion campus and added a further cage in Interxion’s FRA 5 facility at the end of 2009.

“What has developed is a true partnership, with Interxion acting very much as a part of our global portfolio,” said Pinhas. “For instance, we recently sent a customer to check out the facility, and he came back very impressed, which helped us close the deal. That’s the level of partnership we require.”

“Our relationship with Interxion creates more value for our customers and generates more revenue for us. We have other providers in Europe, but Interxion is far and away the most important to our business model.”



## What Bezeq International does...

Established in 1996, Bezeq International is Israel’s leading Internet and international telecommunications provider, offering complete telecom solutions in international and intra-organisational telephony, Internet, business integration, hosting, data transfer and security services. Bezeq International is a wholly-owned division of Bezeq The Israel Telecommunication Corp, Limited, Israel’s largest telecommunications service provider. [www.bezeq.co.il](http://www.bezeq.co.il)

## What Interxion delivered...

- Best-in-class equipment housing with the ability to scale and reconfigure space as required
- Multiple physical security layers and 24-hour security support with controlled customer access 24/7
- Over 150 carriers/ISPs, as well as direct access to the DE-CIX Internet exchange (core switch hosted on Interxion Frankfurt campus)
- Guaranteed power availability up to 99.999% with N+1 backup generators and cooling and 2N UPS
- Redundant cooling equipment with free cooling
- ISO 27001-certified information security management systems
- Hands & Eyes monitoring and maintenance

## About Us

Interxion is a leading European operator of carrier-neutral data centres and managed services. We serve our customers from 28 facilities located in 13 cities across 11 European countries.

Every Interxion data centre meets the most stringent industry requirements, offering the highest levels of security, power availability and energy efficiency.

Interxion's customer community also has access to 18 major European Internet exchanges and over 350 carriers/ISPs giving exceptionally convenient, cost-effective and reliable connectivity.

### Our Customers

Over 1,100 organisations, ranging from global carriers and ISPs to leading FMCG and financial services firms, house their mission-critical infrastructure with Interxion, including:

- Akamai
- BT
- Cable & Wireless
- Coca Cola
- Fortis
- HP
- IBM
- Level3
- Nasdaq OMX
- Real Networks
- RTL Interactive
- Sage Software
- Siemens
- SunGard

### Quality of Service

Over and above expert local staff, Interxion provides a unique European Customer Service Centre (ECSC) that monitors customer security and systems 24x7 and provides quick-response support in five languages.

Following a rigorous independent assessment process, Interxion has been awarded ISO 27001 for Information Security Management Systems and Business Continuity.

### Contact Us

To find out more about our facilities and our full range of services and solutions, please contact us with your requirements:

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### Accreditations & Associations

**Uptime Institute™**

Cofounder EMEA Chapter, Uptime Institute



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ISO 27001  
IS 537141



BS 25999  
BCMS 560099

ISO 27001 and BS25999-accredited Information Security Management & Business Continuity Systems



Contributor, EC Joint Research Centre on Sustainability



Patron of the European Internet Exchange Association

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