

EUROPEAN EXPANSION MADE EASY FOR GLOBAL CONNECTIVITY PROVIDER ZAYO GROUP



Challenge

- To meet enterprise and wholesale needs for low-latency, fibre-based connectivity throughout Europe

Solution

- Infrastructure colocated in connectivity hubs at Interxion's Amsterdam, Frankfurt, London and Paris data centres. A neutral, non-competitive data centre environment
- Access to a wide community of customers in target enterprise and wholesale segments

Result

- Pan-European customer confidence in consistent quality of Zayo and Interxion services
- Easy expansion of Zayo's European presence in line with customer demand
- A strong partnership for continued collaboration and growth

Zayo Group has a long history with Interxion. The relationship started 12 years ago when Zayo was among the first customers to install infrastructure at Interxion's London data centre campus. To keep pace with its customers' evolving connectivity needs, Zayo has since extended its fibre-based bandwidth infrastructure services into Interxion's Amsterdam, Frankfurt and Paris facilities.

A common focus on high-bandwidth applications

US-based Zayo Group owns and operates an extensive fibre network that stretches far across the US and Europe. The network connects customers through international long-haul capabilities, national networks, and ever-growing metro networks in key US and European cities.

Both Zayo and Interxion have a keen focus on financial services and digital media. Zayo's low-latency, fibre-based, on-network connections are ideal for supporting demanding applications within these segments, such as high-frequency algorithmic trading and premium digital content transmission. Whether a trading firm wants to connect to a local stock exchange or a facilities house wants to connect to a major media player on the other side of the world, Zayo's fast, flexible and scalable services fit the bill.

"Interxion has built strong communities in these bandwidth-hungry segments within its data centres, and we are well placed to meet their connectivity requirements," says Alistair Kane, Zayo's VP for Europe. "That's why, for example, we continue to extend our Greater London network, enhancing connectivity to key trading venues and adding further value to Interxion London as a financial services hub."

About Zayo Group

Based in Boulder, Colo., Zayo Group provides comprehensive Bandwidth Infrastructure services in more than 300 markets throughout the U.S. and Europe. Zayo delivers a full suite of managed services and dark fiber products to wireline and wireless customers, data centers, Internet content providers, high-bandwidth enterprises, and government agencies across its robust 77,000 route mile network. The company also offers 27 carrier-neutral colocation facilities across the U.S. Please visit www.zayo.com for more information about Zayo and its fiber solutions.

About Interxion

Interxion (NYSE: INXN) is a leading provider of carrier and cloud-neutral colocation data centre services in Europe, serving a wide range of customers through over 45 data centres in 11 European countries. Interxion's uniformly designed, energy efficient data centres offer customers extensive security and uptime for their mission-critical applications. With over 700 connectivity providers, 21 European Internet exchanges, and most leading cloud and digital media platforms across its footprint, Interxion has created connectivity, cloud, content and finance hubs that foster growing customer communities of interest.

For more information, please visit www.interxion.com

"Our pan-European customers value the convenience and peace of mind that come from working with the Interxion and Zayo brands throughout their operations," says Kane. "They know they'll get consistently high levels of security, availability and performance from their colocation and connectivity services across their European locations."

The value of carrier-neutrality and connectivity hubs

As well as meeting enterprise connectivity needs, Zayo provides fixed and mobile operators with IP transit and Ethernet transport services, and is one of the biggest providers of dark fibre and wavelengths in London. Being part of Interxion's connectivity hub helps to open up additional opportunities for Zayo in the market for wholesale services, as Kane explains:

"Interxion is carrier neutral with no competing connectivity services of its own. As a result, it attracts a vast community of connectivity providers to its data centres, creating a ready market we can do business with." And if Zayo ever needs to meet an off-net requirement, the wide range of carriers on hand ensures the most efficient solution.

"Working with Interxion as a European data centre partner has proved to be a positive business decision for Zayo," confirms Kane. "We're very happy with the partnership we have with them, and look forward to continued collaboration and potential further expansion."

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Alastair Kane
VP for Europe, Zayo Group



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Cofounder: Uptime Institute EMEA chapter, **Founding member:** European Data Centre Association, **Patron:** European Internet Exchange Association, **Member:** The Green Grid, with role on Advisory Council and Technical Committee, **Contributor:** EC Joint Research Centre on Sustainability, **Member:** EuroCloud.

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