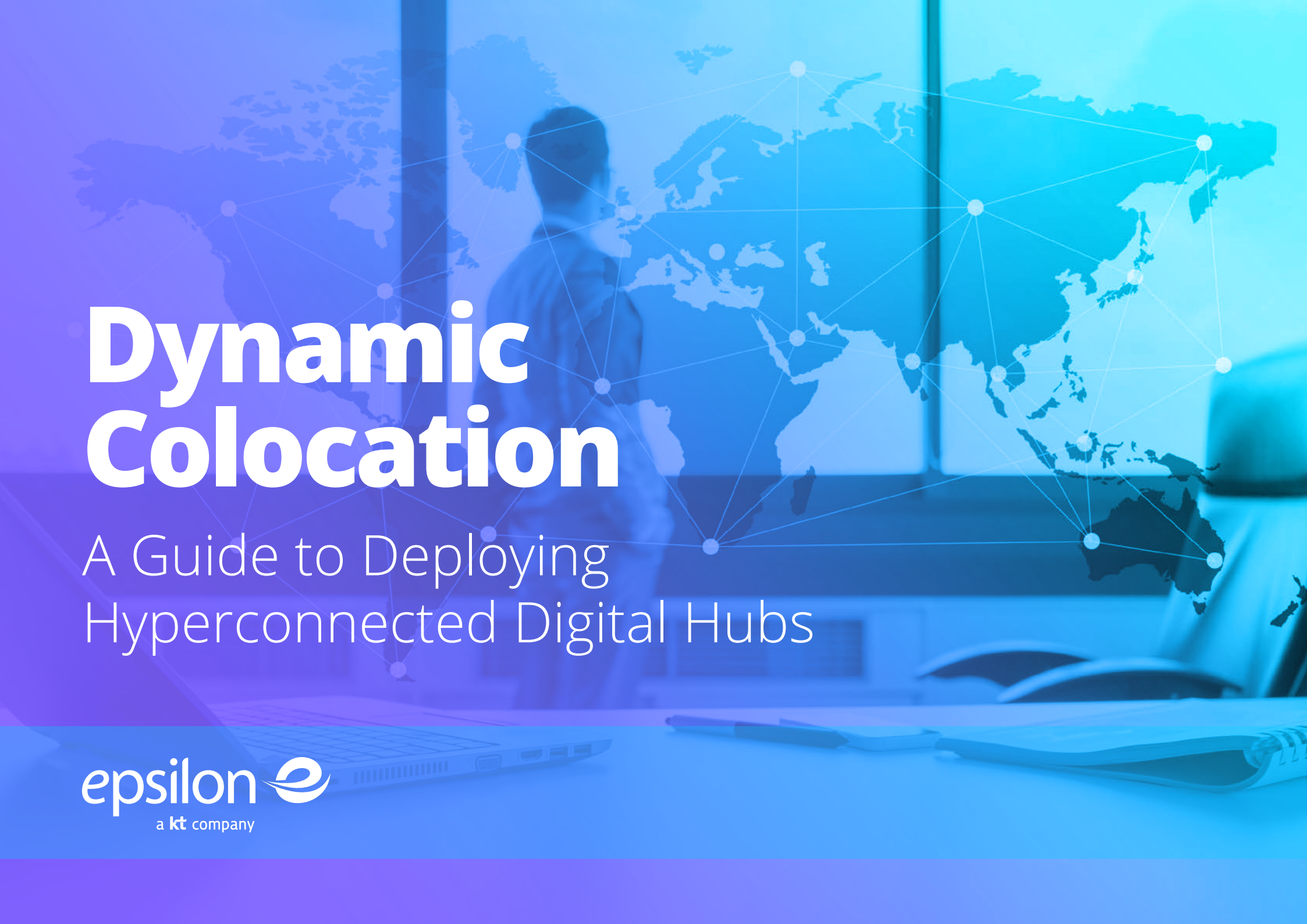


Dynamic Colocation

A Guide to Deploying Hyperconnected Digital Hubs

epsilon
a kt company

In a world that can change overnight, organisations need a simple and flexible solution for deploying, connecting and managing applications and services. Uncertainty drives the need for greater scalability in digital infrastructure and models to match the needs of transforming ICT environments.

Why Colocation?

Colocation, also known as 'colo', refers to when a business can rent space for servers and other computing hardware in a secure data centre facility, alongside other computing or networking hardware doing the same thing. A colocation facility usually provides the building, cooling, power and physical security, while the customer will bring their own servers and other network equipment.

Organisations today still rely on colocation facilities for the deployment of applications and services on a private cloud. With the addition of public cloud services, this hybrid cloud environment will require colocation services that are fluid, flexible and hyperconnected. **They need the ability to scale up rapidly in new markets while pivoting to deliver new solutions in others.** Agility needs to be built into all aspects of their ICT environment, including colocation.

At the same time, growing complexity across the entire ICT ecosystem means they need to consolidate the number of vendors they are working with and simplify their management with a comprehensive end-to-end solution. With hybrid cloud on the rise and connectivity demands increasing rapidly, it's crucial that organisations find the simplest model for connecting and optimising applications and services across digital hubs.

The Right Colocation for your Organisation

With the right colocation provider, organisations can remove the complexity from their operations and efficiently grow across the globe. They no longer need to manage multiple service providers to connect to the cloud and other locations.

The global data centre colocation market size is expected to reach **$155.4 billion by 2030, expanding at a CAGR of 14.2% from 2023 to 2030**, according to Grand View Research. Organisations are looking for colocation that are reliable and scalable. However, not all colocation providers are the same.

Points to Consider

When choosing a colocation provider, it's vital to look at the:

- **Physical infrastructure including power and backup systems**
- **Physical and digital security**
- **Location**
- **Service experience**
- **Accessibility of partner ecosystem**
- **Connectivity options available**

Rather than looking at standard colocation services, organisations should take a dynamic approach to building hubs for connecting data and applications, and growing in the cloud.

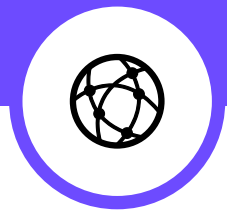
Different colocation providers have unique characteristics and enable various outcomes. Globally, there are three basic sizes of colocation providers, each serving distinct business needs and offering specific capabilities.

LOCAL

These providers often have a presence in emerging cities within a single country. They support local services such as offsite backups, local application usage, and storage.

REGIONAL

These providers have a presence across different countries within a single region and are often present in a mix of global and emerging cities. They can support the hosting of applications and services within their territory and provide limited access to some infrastructure, such as public clouds.



GLOBAL

These data centre operators have a presence across multiple regions, offer services in global cities, and have advanced partner ecosystems. They support the development of the world's ICT ecosystems, focusing on scaling enterprise digital transformation and hybrid cloud environments.

What Makes Colocation Hyperconnected?

A hyperconnected digital hub seamlessly integrates colocation with interconnection services, providing access to network service providers, cloud on-ramps, and remote peering at Internet Exchanges (IXs).

The symbiotic relationship between IXs and colocation data centres is essential for maintaining the integrity of the internet. As data traverses the internet, it is continually rerouted and redirected between networks. **With a hyperconnected digital hub, organisations can achieve immediate connectivity to the global network through a single connection point.**

Key considerations on why organisations choose colocation:

Affordability

Purchasing or leasing racks and space in a shared facility reduces expenses for electricity, maintenance, and IT staff.

Reliability

Colocation providers are equipped to ensure secure and continuous operation, minimising costly unplanned downtime.

Scalability

Colocation offers greater flexibility and network scalability facilitated by cross-connects with other service providers and businesses within the same facility.

Choosing A Colocation Partner

Choosing a colocation provider can be difficult when they appear to offer the same service-level agreement (SLA) and standard services such as remote hands and cross-connects.

What's important to remember is that an organisation typically makes one or two year commitment to using a colocation facility. They will need to select a partner that is ready to help them change and grow into the future.

An organisation's colocation needs won't necessarily be the same five years or even five months from now. Adaptability is essential in a market that can see rapid shifts in user demand and an immediate need for new applications and services to be deployed.

A long-term colocation partner must be able to provide services beyond the facility.

When choosing a colocation partner, an organisation has to find a provider that ticks these eight boxes:

Strategic Locations

Data centres should be located as close to end users as possible and with high interconnection density of network service providers. This means having presence in key financial and technology hubs around the world.

Comprehensive Solution

The colocation provider should offer more than basic colocation services. It should be able to deliver a suite of network solutions that an organisation might not use today, but will in the future.

Built-in Scalability

Colocation services, as well as the associated network connectivity, should offer scalable options for tenants as they grow. Be it adding more racks or interconnecting new locations, the services can be quickly tweaked to meet new demands.

A Flexible Commercial Model

Besides being scalable, the services offered have to be flexible. Otherwise, an organisation may be stuck in a long-term contract with over-provisioned infrastructure and high operating cost.

Physical and Digital Security

A good colocation facility offers redundant power supplies, multi-layered security, climate-controlled environments and robust SLAs. Organisations need proven physical and digital security with proper accreditation from recognised standards bodies. This will allow these tenants to mitigate risk, store data and run services with confidence.

An Interconnect Ecosystem

The colocation provider must offer a highly-connected environment that enables the organisation to rapidly connect to other data centres, public clouds and also the internet exchange points (IXP). Interconnection adds value to colocation tenants and should enable them to rapidly connect to a global network fabric.

On-demand Cloud Connectivity

With hybrid cloud being the preferred cloud environment, an organisation will benefit from cloud on-ramps from the colocation facility. The colocation provider should be able to offer dedicated access to cloud services with secure and reliable connectivity.

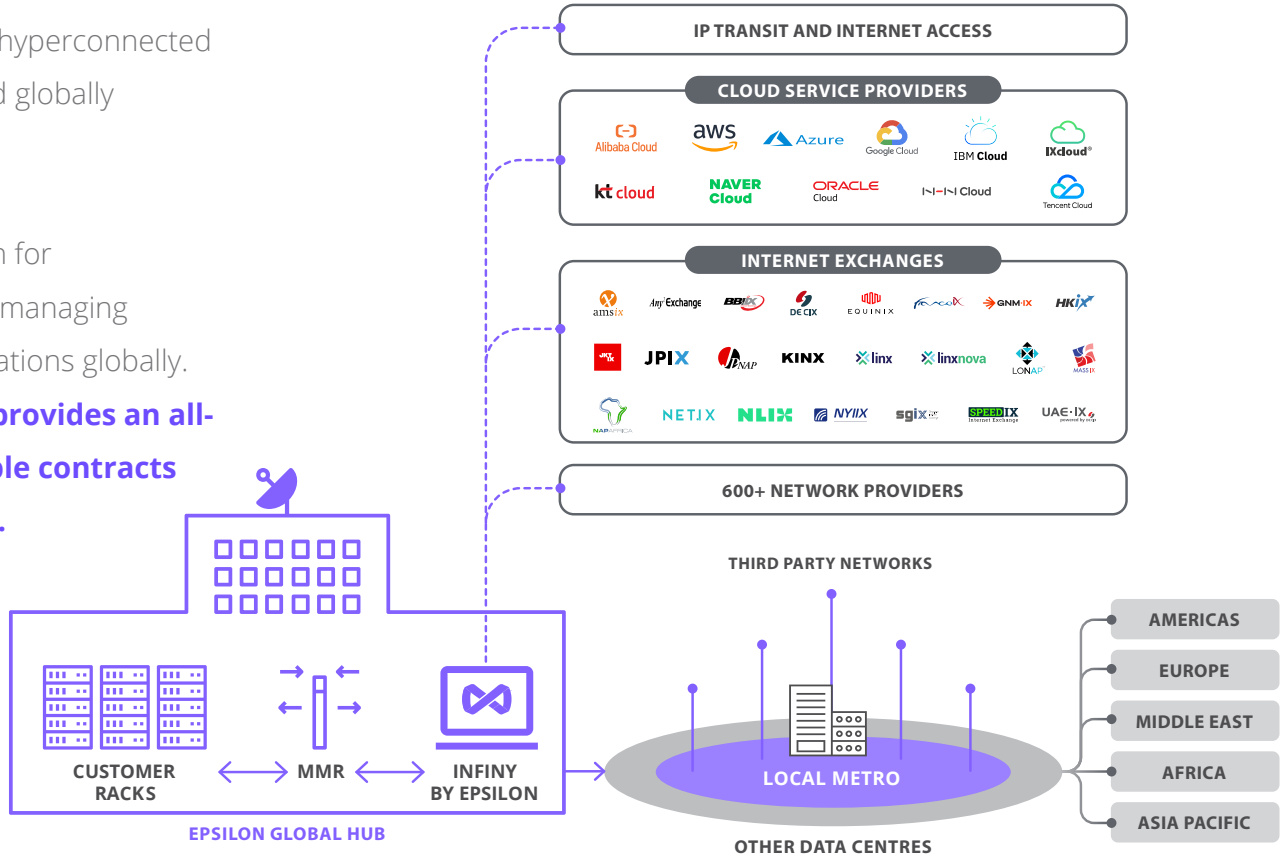
Continually Evolving Capabilities

The colocation provider must continually add more capabilities and solutions while optimising its services to new standards. As demand changes and an organisation evolves, it needs a partner that can continue to solve new challenges and add value to its immediate and long-term success.

Epsilon Colocation:
Hyperconnected Global Digital Hubs

Epsilon enables organisations to deploy hyperconnected digital hubs by leveraging our secure and globally interconnected colocation facilities.

Epsilon Colocation provides a foundation for interconnecting, deploying, hosting, and managing network connectivity services and applications globally. Unlike traditional colocation facilities, **it provides an all-in-one solution combined with flexible contracts and scalable network infrastructure.**



WHAT YOU NEED TO GET STARTED:

#1 Consultation with our network experts

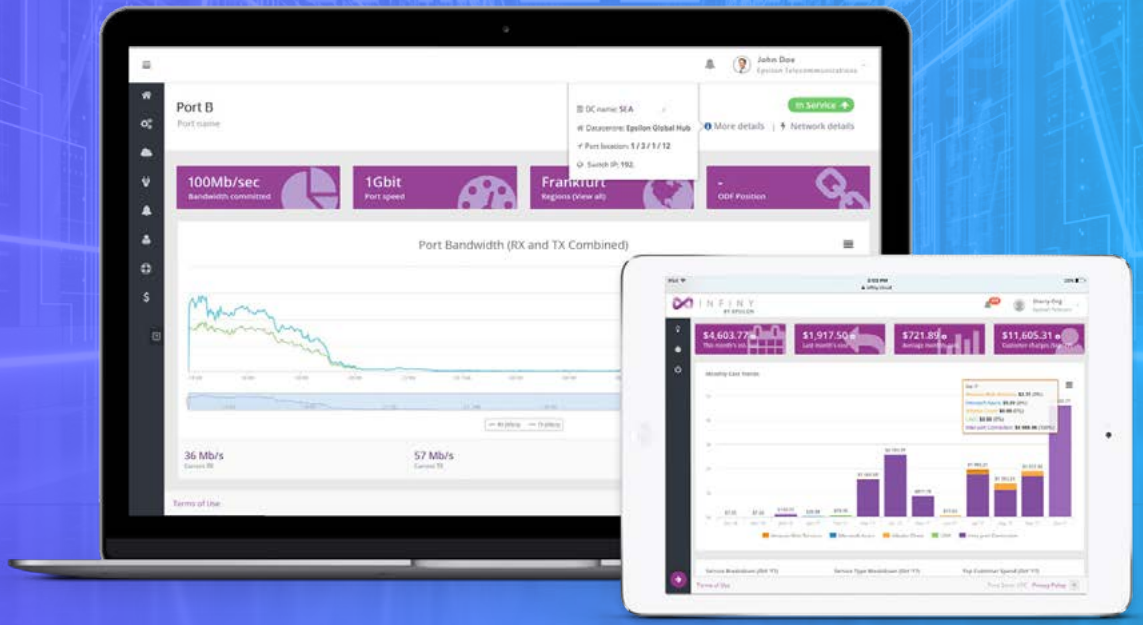
We'll discuss your colocation requirements and start building the best solutions to suit your needs.

#2 Set up a site tour

We can coordinate a dedicated site visit that will give you the confidence you need.

#3 Hosting and network planning

We'll discuss your connectivity options and requirements for interconnection with cloud providers or other partners.



Where Are Epsilon Colocation Facilities

London - Telephone House

Our London Colocation facility operates in Europe's largest data centre market and acts as a gateway to both developed and emerging markets in the region. Located at Epsilon's London office just off Silicon Roundabout in the East London Tech City, we enable you to connect locally, regionally and across the globe.

New York - 60 Hudson

Our New York Colocation facility enables you to connect locally, regionally and across the globe. Located in two leading telecommunications buildings in Manhattan, the famous Western Union 60 Hudson Street, our facilities are strategic hubs that provide access to New York metro areas as well as domestic and international connectivity.

WHAT YOU GET:

- **Remote Hand Services**
- **Disaster Management Solutions**
- **Managed Meet-Me Room (MMR)**
- **High Availability with 99.999% Uptime**
- **24x7x365 Dedicated Global Support**

Singapore - New Tech Park & Techlink

Our Singapore Colocation facility gives you presence in one of Asia Pacific's leading communications hub and acts as a bridge to the fastest growing telecoms market in the world. Located in New Tech Park and Techlink, we enable you to connect across the region and global markets.

South Korea - Digital-ro 31 gil 61

Our Korea Colocation facility is strategically located at the heart of Seoul, offering seamless interconnection to South Korea's largest ecosystem of data centres, clouds and internet exchanges.

Epsilon Colocation Features

- Epsilon Colocation services can be deployed with comprehensive connectivity solutions available on-demand via Infiny, Epsilon's software-defined networking (SDN) platform.
- Epsilon facilities are carrier-neutral ISO 9001 and ISO 27001 certified, which guarantees a highly secure and resilient hosting environment.
- Organisations benefit from flexible hosting options for custominsable private suite/ private cage, standard rack or 1/2 racks.
- Power is charged as a fixed amount with increments of 1kW.
- Epsilon offers a portfolio of security, support and disaster management solutions for assurance and peace of mind.
- Organisations can use Infiny to bundle global connectivity solutions including Data Centre Interconnect, Cloud Connect and Remote Peering.
- They gain access to a carrier-grade MEF-certified network that connects 500+ data centres around the world.
- Organisations can connect to world-leading public cloud providers including Amazon Web Services, Microsoft Azure, Alibaba Cloud, Google Cloud, Oracle Cloud, IBM Cloud and others.
- Using a web-based portal, they can manage and optimise their connectivity solutions with automated, programmable and API-enabled services.
- Access to other network service providers within the facility or interconnect via Epsilon's global network fabric.

The combination of these capabilities enables the seamless growth of digital services and removes the complexity from scaling up in new markets. All capabilities are available via a single relationship, delivered with a consistent experience across global hubs. This enables the rapid rollout of new services in new locations while supporting cloud-based services using a single platform.

Colocation solutions are no longer just about space, power and security. Organisations need to choose colocation solutions that have been specifically designed to enable their digital journeys and not just offer rack space. Hyperconnected digital hubs provide the capabilities that organisations need to remove complexity while adding new capabilities to their operations.

Epsilon's Network Fabric

Our carrier-grade, MEF-certified global network is deployed in leading data centre ecosystems across Asia, the Middle East, South Africa, the USA, and Europe.

600+
Interconnected Networks

500+
Points of Presence

155
Markets

100
Gbps Supported

Epsilon Colocation Benefits

Expand your network footprint in new markets

Rapidly scale your reach across Epsilon's global network fabric of 500+ data centre locations, 600+ cloud providers, networks and IXs

Be better connected with better colocation

Our web-based click-to-connect provisioning makes it simple and easy to procure ethernet services and scale up or down to meet your needs

Scale your network at your own pace

Full suite or ½ rack, we've got a range of scalable options, with a range of SLA-backed security and support services, so you can grow your business with confidence

Gain peace of mind when it comes to security

Experience our highly secure and resilient hosting environments and a portfolio of security and disaster recovery solutions for assurance and peace of mind

CASE STUDY

Supporting Rapid Expansion for a Global Messaging Platform

After years of success in Europe and North America, a global messaging platform saw an opportunity to expand its presence in Asia. It needed a scalable and flexible solution to support its growing user base in the region.

The Challenge

The challenge was to 'land and expand' in an Asian hub without being limited to a single location. It has a fast growing user base with the potential to mushroom in only a few months or grow steadily over a year or two. Regardless, the company had to be ready to rapidly scale both its colocation services and its connectivity.

The Solution

Epsilon provided a global hub in Singapore with a flexible commercial model, supported with complimentary remote hands services and access to Infiny. Its solution was customised to meet the growing needs of the platform with rack space that could be easily scaled up as its requirement grow. The platform is able to interconnect with partners in Singapore and expand its presence across Asia from its hyperconnected digital hub.

Outcomes

The platform benefits from a scalable and cost-efficient solution for growth. It has been able to expand its digital infrastructure to match user demand, while connecting to new partners in new markets across Asia. End users in Asia consistently use the messaging platform because it delivers an optimised user experience. The digital infrastructure has been able to directly support the long-term growth of the platform in Asia.

Manage Risk & Grow Without Limits

When an organisation chooses the right colocation provider, it is able to grow without limits and manage its risk. Colocation can provide the starting point for growing in a new market or optimising digital infrastructure in an existing market. The key is to explore colocation options and ensure that the services available match an organisation's growth ambitions and ICT roadmap.

As organisations grow and change, they can be continually adjusting and optimising their digital infrastructure to meet their current needs. When unexpected events occur, they have the ability to scale up and deploy new applications and services with reliable and trusted infrastructure.

Instead of integrating multiple services from multiple vendors, they have all of the digital infrastructure ready and available as and when it is needed. In an era of accelerating transformation, they have the freedom to move applications and services into and out of public clouds and can build their own private ecosystems locally and across the globe.

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Interconnecting Your World:
20 Years of Colocation Experience

Epsilon Telecommunications is a leading global software-defined network provider that offers a comprehensive suite of end-to-end connectivity and communication solutions, including colocation services, to the world's largest carriers and organisations.

With Infiny, our award-winning Network-as-a-Service (NaaS) platform, we enable seamless on-demand connectivity and colocation in top-tier facilities. Combined with a high-performance and extensive global network that spans Europe, the Middle East, the United States, and Asia, you can achieve complete agility and reach, truly interconnecting your digital world.

Ready to discuss Colocation?

Talk to An Expert →

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151 Lorong Chuan
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Singapore 556741

LONDON

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EC2A 4NW,
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SOFIA

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