



## How much is your data center costing you?

Whether you collocate or build your own IT room, you are paying the price for more hidden costs than you know.

### DartPoints takes a smarter approach to colocation

**We build conveniently accessible data centers, often just an elevator ride away.** On-site colocation **enhances performance** while **dramatically lowering cost of ownership**, putting your data close at hand. No more distance-related lag or avoidable costs. **Just total accessibility and control.**

#### No need to spend six or seven figures...

...to hire an architect, build a dedicated IT room, sacrifice office square footage, and shoulder the full risk of operating your data center and meeting major compliance requirements. No reason to sign an equally expensive agreement with a Big Box provider to farm your IT assets data center far away, sacrificing performance and control.

#### Clever colocation for smart businesses

It's the full service of traditional colocation, with the convenience and security of your own IT room, worry-free, cost-effective, and fully accessible anytime you want.

“**DartPoints** helps us to offer **something new** to our tenants that no other office building can offer: **a fully managed on-site data center.**”

**Jon M. Ruff**  
Senior Vice President of Spire Realty

#### How It Works:

<b>1</b>	<b>Broadband Access</b>	Your applications are directly connected to your servers operating very nearby, minimizing latency problems and data processing bottlenecks, and maximizing bandwidth.
<b>2</b>	<b>Physical Access</b>	Although closely guarded by multi-layered security procedures and physical protections, our nearby data center is fully accessible by your chosen staff at any time, 24/7/365.
<b>3</b>	<b>Technology</b>	Cutting-edge critical infrastructure enables high access speed and performance, with automatic compliance with all major certifications, including SSAE-16, HIPAA and PCI SAQ-D.
<b>4</b>	<b>Support</b>	DartPoints is your neighbor; for troubleshooting or customer support needs, we're just next door.

Before you tie yourself to a costlier solution or colo provider, realize that you have another, better option.

Hand this flyer to your CIO,  
call **1-888-257-7462**, or  
email us at **info@dartpoints.com**

# DartPoints offers a unique and innovative alternative to the traditional concept of data center colocation.

## But can we actually deliver what you need on a technical level?

The answer is yes, given our network of site-specific, distributed, full-service data centers constructed in office buildings at or near the end-user. We know that your IT staff must balance several competing priorities: **(1)** make managing IT as easy and painless as possible, including troubleshooting critical infrastructure; **(2)** keep costs as low as possible while maintaining the standards of your organization; **(3)** and ensure your technical and security needs are met reliably and consistently.

A DartPoints data center solves all three pain points

Benefit	Internal IT	Colocation	DartPoints
Exclusive Data Center Environment	●		●
Monthly OPEX vs. Large CAPEX		●	●
Supporting IT Equipment at no charge			●
Provide Office Bandwidth	●		●
Integrated Secondary Sites		?	●
On or Near Site	●		●
Easy, low cost access to multiple carriers			●
Smart Hands / 24x7 NOC		●	●
<b>Total Cost Savings (5 Year TCO)</b>	<b>0%</b>	<b>6% - 22%</b>	<b>26% - 38%</b>

### Convenience Equaled By Power

We hold our own against any Big Box data center, with our high power density, high on-site bandwidth, and zero latency due to distance. Problem? Just hop on the elevator to visit your dedicated IT equipment or call us. (Or knock on our door; since we're neighbors.)

### Low Total Cost of Ownership

We assume all the costs of building and operating the data center, sparing you hidden costs like losing space that could otherwise host revenue-generating employees. Our interconnected, distributed data centers also offer disaster-recovery options with all the same advantages.

- No critical infrastructure costs
- No data center build-out costs
- No cross-connect charges
- No wasted or lost square footage
- Cost savings up to 38% over internal IT or traditional colo



Yes, we are **SSAE-16 SOC 1 & 2** certified and **HIPAA** and **PCI SAQ-D** compliant.

## Technical Specifications

DartPoints can provide connectivity to your office suite often more cost effectively and quickly than carriers.

### Cabinet Specifications

- Multiple cabinet sizes available
- Flexible Power from 1kW to 25kW per cabinet
- Highly-Available, Redundant Architecture
  - 2N PDU
  - N+2 In-Row Cooling
  - N+1 UPS
- All Cabinets prewired with CAT6 and Fiber cabling
- Back-up Generator available

### Security, Surveillance, and Access

- 24/7 On-Site Security Staff
- Bio-Metric, Card Reader, and/or Key Pad access
- Uniquely coded or RFID Cabinet Locks, Front and Back
- 24/7 NOC Monitoring and Log of All Ingress/Egress
- Comprehensive 360 CCTV Coverage
- Double Interlocking Fire Suppression

### Customizable Bandwidth

- 10 Mb – 10 Gb Available
- 60+ ISPs available
- High-Availability Firewall and Switch Available

### Data Center Monitoring

- Redundant On-Shore Network Operations Centers (NOC)
- 24/7 Environmental, Power, Communications, and Security monitoring
- Remote Customer Access to DCIM tool

### Data Center Compliance

- SSAE-16 SOC 1 and SOC 2
- HIPAA – Data Center
- PCI SAQ-D

### Full Service IT Professionals

- 24/7 On-Site and Remote Tier 1 – Tier 3 Technical Support
- IT Asset Migration Services
- Assembly and Installation of Hardware and Servers
- Server and Storage Configuration
- Software/Application Management
- Remote Disaster Recovery Services at Nationwide DartPoints' Locations
- In-building On-Net Connectivity between Data Center and Office Suites