

Case Study: Data Management Agency Colo Partnership Bolsters Security & Availability for Big Data Clientele



Summary

Clients' compliance requirements met in DartPoints' SOC compliant facility

High-performance network connection to meet 24/7 data availability demands

Managed servers and security monitoring for optimal performance and security

Results

" We are touching sensitive data, so many of our clients request audits to make sure our hosting facility is secure. By partnering with DartPoints, it's easy to provide that reassurance to our customers that we can meet the security and uptime they need to keep their critical business data flowing."

Jason Lungarini
CEO and Founding Partner of FusionPoint

The Client

Founded in 2006, FusionPoint provides data management, visualization and analytics services to help companies transform big data into valuable business information. They have helped harmonize and integrate databases for some of the most well-known brands in the nation.

Challenge

FusionPoint's clientele runs the gamut from marketing research to healthcare, consumer packaged goods, retail and beyond. Each of them entrusts FusionPoint to facilitate and host the data their business runs upon, and expects it to be readily available, 24/7. Since that includes sensitive and Personally Identifiable Information (PII,) FusionPoint needed a colocation partner that could provide a secure, compliant hosting environment, plus meet the uptime and availability requirements their clients depend on.

Solution

Selecting a partner that is large enough to provide serious data security and redundancy, yet still maintains a personal connection to their customers was important to FusionPoint, so they chose DartPoints for colocation at their Charleston, SC data center. In doing so, FusionPoint can rest assured their clients' sensitive data is secure in DartPoints' fully redundant, SOC 2 Type 2 compliant data center facility. Connectivity through DartPoints' dedicated Tier 1 network provides the availability their clients expect in order to access their data at any time and from anywhere.

By incorporating Server Management and Managed Security into their solution, FusionPoint also gained an extension of their IT team. While they still maintain oversight of their hosted data, they can rely on DartPoints to perform the day-to-day operations and ensure their clients' data is at optimal security.

Results

FusionPoint is able to entrust DartPoints with managing their collocated space and can still drop into the data center whenever they need and shake hands with a DartPoints team they know by name. Their prospective clients want to know where their data is going, and after partnering with DartPoints, FusionPoint can confidently boast that their critical and sensitive data will be hosted in an enterprise-level data center that provides maximum security, compliance and uptime.

