

CYRUSONE

CYRUSONE ADDS NEW A NEW
LINE OF REVENUE WITH THE HELP
OF JANEIRO DIGITAL





WHO IS CYRUSONE?

CyrusOne offers data center solutions and colocation services for enterprise clients. Their global data storage centers allow customers to purchase the space and services needed for housing and maintenance of their server equipment. CyrusOne operates state-of-the-art facilities that feature power and cooling efficiencies, redundancy, connectivity, and more.

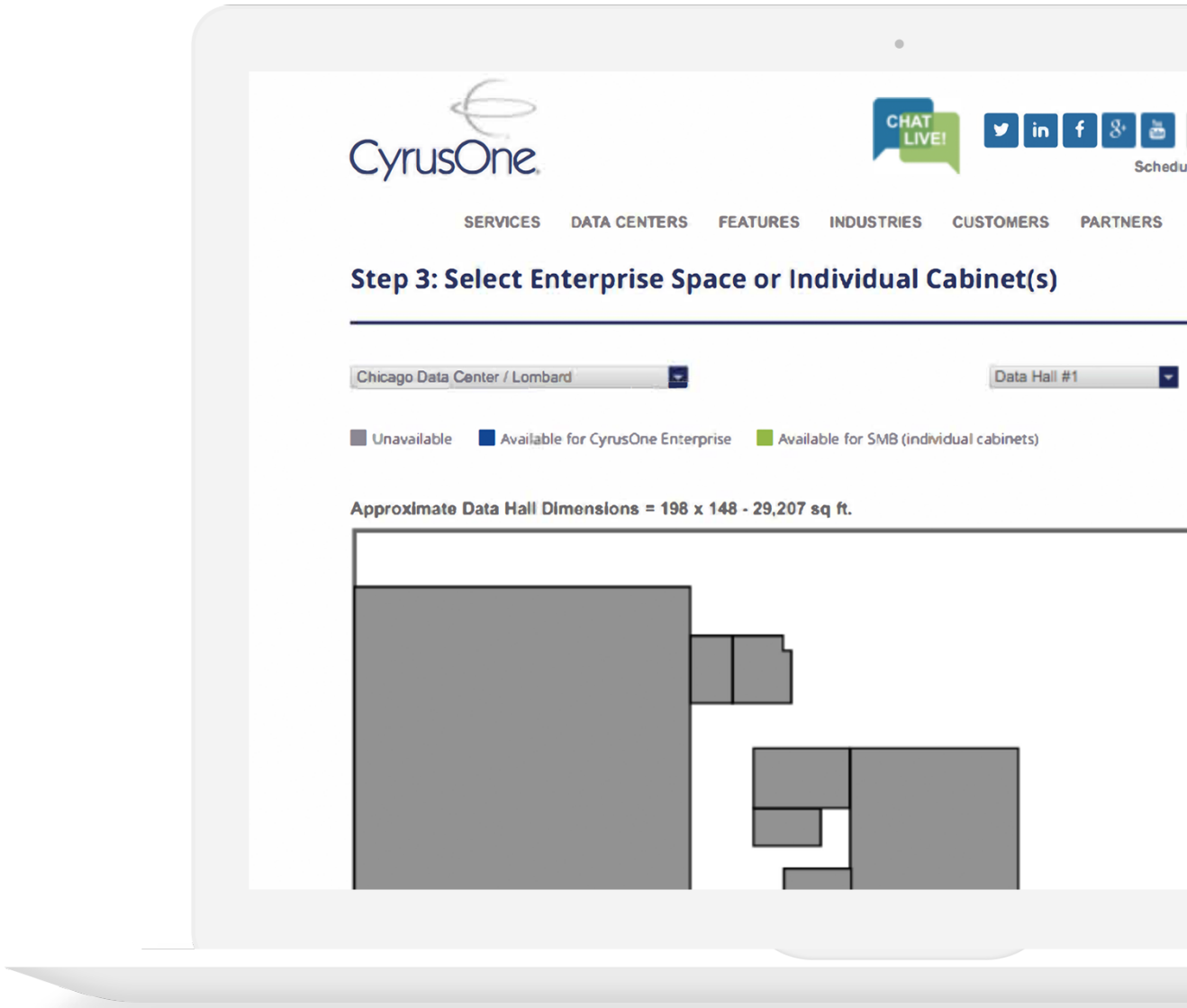
Over the course of three large-scale digital projects, Janeiro Digital has proven themselves as a valuable collaborator for CyrusOne. Their iterative Rapid Alignment cycles drove a deep understanding of CyrusOne's business objectives, feasible proposals for solutions to those needs, and accurate predictions of the costs and resources required. By coupling those learnings with their innovative Design and Development process, Janeiro Digital has answered some of CyrusOne's biggest challenges.

MAPPING A WINNING PARTNERSHIP

CHALLENGE

Within CyrusOne’s data centers, enterprise clients purchase large blocks of space to house the equipment for their system and network architectures. Once they’ve claimed the areas that suit their needs, CyrusOne is left with irregular slivers of unused space in their floor plans. These “odd lots” are ready to make use of data center resources such as power, bandwidth, security, and maintenance services.

CyrusOne wanted to devise a way to make use of these unutilized areas as part of their business. Janeiro Digital understood the impact disruptive technology could have on CyrusOne’s key business objectives. They set out to assess and articulate the challenges faced, clearly define the project goals, and deliver a digital solution that would meet the needs of CyrusOne.



SOLUTION

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BENEFITS

Having an understanding of the available space and a way to offer it to customers, CyrusOne was able to take advantage of the wasted spaces in their data centers that was sitting dormant and turn them into profit. Within eight months of deployment, Express had paid for itself.

The project also created an opportunity for CyrusOne to develop a new pre-fabricated single-rack unit as part of their product offerings. This product could immediately fill odd lots in any configuration and expand CyrusOne's customer base. The hardware would allow customers who were interested in the newly exposed space to seamlessly equip their purchased lots with custom configurations.

Additionally, because the new application was self-serve, new smaller prospects could become CyrusOne customers without further burdening the Sales Team. This would free up CyrusOne resources to focus on the care of their enterprise-level clients.

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Janeiro Digital has helped CyrusOne become more efficient as an organization and build new and better ways of serving our customers.

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Blake Hankins
CIO, CYRUSONE



ABOUT CYRUSONE

CyrusOne operates state-of-the-art data storage centers around the globe. They offer customized data center solutions tailored to the IT needs of their customers to help them lower short and long term capital and operating costs. This allows their customers to overcome current and future capacity constraints by responding to technological updates, meeting business growth, and complying with up-to-date industry regulations.

Learn more about CyrusOne at www.cyrusone.com.

ABOUT JANEIRO DIGITAL

Janeiro Digital is a Digital Business Consulting Services company committed to leveraging digital expertise to benefit their clients. Utilizing technology to enable and address key digital business objectives, Janeiro Digital doesn't just fix problems — they provide sustainable solutions that optimize their client's performance to better serve their customers.

Learn more at www.janeirodigital.com.



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