Maintenance Perspectives
Ways to get more from your hardware agreements

City-Owned Data Center is likely the first of many
Interesting blend of on-premise, local and remote cloud concepts

June 21, 2011

Keep an eye out for typos.
Details are at the bottom of this newsletter's content.

Community Data Center breaks ground in Ohio
As detailed in the official press release linked here, the City of
Westerville (OH) today broke ground on a new data center location
that promises an innovative new take on the cloud concept.

In brief, the City of Westerville will use this datacenter "to offer community
partners and the business community access to data center space (co-
location), affordable broadband and managed services and cloud-based
services (delivery of hosted solutions via the internet)." In short, despite
being essentially on-premise to all the local businesses that will use it, it's
technically an offsite facility operated and maintained by someone else. It's a
dream scenario for local small and medium-sized businesses pushing a lot
of data, because now they can offload those tasks and expenses without
making the process a faceless transaction over thousands of miles of data
line.

The 16,000 foot facility is small by hosting standards, and exactly how space
will be leased or subscribed to is not known, and probably not determined
yet. The program had been announced early last year, and with today's
groundbreaking ceremony the construction process is only beginning.
Decisions regarding the infrastructure will continue to shape the project, but
the overall strategy is very evolution-friendly. This data center is only one
piece of the larger system known as WēConnect, Westerville's aggressive
technology initiative that includes fiber infrastructure, Google Apps and Docs
integration, and leading-edge technology systems in addition to this new
data center.

Community Concepts in your Datacenter
Generally, large businesses maintain hands-on control with maximum
virtualized convenience using the private cloud, much touted by EMC and
other major OEMs. In this scenario, hardware is commoditized based on
need and is generally anonymous to the application layer, and resources are
allocated as needed just as they are with a public cloud; the difference being
that the commoditized hardware is maintained on-premise under the

complete authority of the business. The costs and complexities involved have made this an impractical model for most small and medium-sized businesses (SMBs). While offsite hosting can be of significant value to small and medium-sized businesses, the benefits of on-premise private cloud deployments generally don't justify their complexity or expense for SMBs for smaller companies.

In Westerville Ohio, at least, SMBs will have a viable local hosting option that should deliver the best of both worlds. Expect other technology-minded cities to follow suit. Maintenance hassles and expenses drive innovation at the municipal level as well as the corporate level, and whether you're running a private cloud, a hybrid, or a traditional on-premise data center, it's critical to have a vendor-neutral maintenance resource that can consistently meet your SLAs at a fair price. SMBs don't have as many options here either, which is why city-based SMB hosting has such potential. Midrange and enterprise datacenters can turn to third-party maintenance providers as a smarter solution for hybrid, multi-vendor, multi-lifecycle, and multi-location datacenters, taking advantage of their wider range of support certifications. Original Equipment Manufacturers produce an excellent range of sophisticated hardware, but ironically it's the third party maintainers that maintain product neutrality, and work well with commoditized hardware deployments, who are better aligned with the maintenance needs of on-premise cloud datacenters.

Free Maintenance Consultation

TERiX bridges the gap between vendor-neutral computing models and vendor-specific hardware maintenance. Optimized to meet or exceed SLAs with certified parts and engineers at an average of 20% to 30% lower annual maintenance fees, TERiX safely and securely delivers third-party support to over 1000 datacenter locations including fortune 50 companies and a dozen US Federal Government agencies. Give us insights about your specific situation by filling out a little basic information about your business and your datacenter locations, and we'll show you the advantages and savings that TERiX can specifically offer to your company. Click through to find out more!

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