

PARTNER SPOTLIGHT

1901 GROUP

1901 Group and Equinix: Changing the Way Enterprises Consume IT



Q&A with Sonu Singh, CEO, 1901 Group

“For us and for our customers, Equinix is the perfect platform, as it allows us to connect to public cloud providers in a direct connect model. Many of our customers have highly sensitive data and prefer to keep that information in a private cloud while moving compute, network and storage to the public cloud. This type of architecture allows organizations to remain in control of their data and leverage the complete resources of a public cloud.”

- Sonu Singh, CEO, 1901 Group

What is the 1901 Group and Equinix joint value proposition?

1901 Group was built on the principle that efficiencies can dramatically impact output. Much like automation shaped the industrial revolution, we are changing the way public and private sector organizations consume IT by uniting our enterprise-class managed services with state-of-the-art Equinix IBX® data centers. We are simplifying IT management and moving beyond the four walls of the Enterprise, while dramatically cutting infrastructure costs and connecting our customers to an entire network of cloud service providers.

Our IT-as-a-Service model migrates applications to a secure, scalable, hybrid cloud environment while managing both the hybrid cloud environment and on-premises IT in a low-risk, cost-effective manner. 1901 Group can efficiently manage both environments because of their investment in integrating people, processes and service delivery technologies under a common methodology based on ITIL v3, CMMI SVC/DEV Level 3 and ISO 9001. By improving the processes around IT, 1901 Group maintains a proven and demonstrated ability to extend the benefits of our investment to our valued customers, resulting in a dramatic reduction in operations and maintenance costs. Equinix is the only place where customers can connect directly to Amazon Web Services, Microsoft Azure and Oracle Cloud, and gain all the benefits of the cloud without security concerns, internet performance bottlenecks and the risk of vendor lock-in. Inside Equinix, customers gain unmatched choice and flexibility in building hybrid clouds that fulfill the exacting needs of their business, today and tomorrow. This is the power of the 1901 Group and Equinix partnership.

What combined solutions have been most successful so far?

As a FedRAMP-authorized managed service provider with years of experience in the Federal and Commercial markets, 1901 Group was uniquely positioned to support our largest joint venture to date—a large-scale government contract with a federal law enforcement agency. The contract spanned nearly a petabyte of data, including volumes of law enforcement sensitive data, which needed to be instantly accessed in case of an emergency.

Working together with Equinix and NetApp, we helped the law enforcement agency leverage the compute power and efficiency of the cloud while maintaining ownership and control of its data through a private cloud storage-as-a-Service solution. Our as-a-Service model enabled compute resources to rapidly spin up while ensuring stringent data control and governance—all without incurring capital expenses. The customer’s adoption of this approach has already begun to blaze the trail for future cloud ventures with other agencies.

What has been the positive impact on your business from the Equinix partnership?

The business benefits are two-fold: as a trusted brand and on a partner level. When talking to customers, they know that Equinix is a company they can trust. And, our Platinum Partner status further shows that we’re consuming many of Equinix services and reaffirms their faith in our capabilities.

Equinix.com

About 1901 Group

Founded in 2009 and headquartered in Virginia, 1901 Group is a trusted provider of IT services for the public and private sectors. The firm’s focus is solving modern IT challenges with innovative solutions, delivering much-needed gains in infrastructure performance and situational awareness at a substantial economic value.

Leveraging their In³sight® managed service platform and the Equinix Global Partner Program, 1901 Group transforms traditional IT services through the use of as-a-service offerings and consumption-based pricing models. They deliver secure, hybrid cloud services for enterprises with high-data-security, mission-critical systems that benefit from FedRAMP authorization, ISO9001 certification, CMMI DEV/3 and CMMI SVC/3 appraisals, Top Secret facility clearance and excellent CPAR ratings.

The firm’s unique IT-as-a-service business model allows its Enterprise clients to consume IT services in a transparent, high-quality and cost-effective manner.

For more information, visit www.1901group.com



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Moreover, many of our Federal Government customers want to migrate from their government-owned data centers to a commercial data center that provides secure and direct access to leading cloud service providers to support migration of workloads to public cloud. Equinix's facilities are well designed, professionally operated and highly secure, utilizing both credentials and video surveillance. That physical security coupled with our architectural benefits significantly boosts client satisfaction.

In terms of the program, our business has seen significant growth from Equinix direct referrals. We understand the idiosyncrasies of the public sector and managed services, and Equinix points those customers in our direction. In turn, we refer customers searching for next-generation architectures with the broadest geographic reach to Equinix. It's a very symbiotic relationship that strengthens customer loyalty and adds depth in our offerings.

How do you see the partnership evolving?

We see our partnership with Equinix as the cutting edge of opportunity. To use a sports analogy, this is the first inning of an extra-inning game as organizations move outside their four walls. Right now, the vast majority of the public and private sector have their compute, network and storage on premise in one of their own data centers, and much of that is managed by people on site. The future of Enterprise IT is shifting these data center operations to the cloud (in an Equinix environment) with management being done from secured, remote operations centers located around the country.

Although cloud implementation has been rapid over the last three years, the adoption of hybrid cloud in a secure environment, in a high-performing architecture has not been fully leveraged to demonstrate the benefits of the cloud. We will continue to focus on growing our cloud business and partnership with Equinix—and knocking it out of the ballpark with what we know will be the prevalent architecture of the future.

For more information, visit 1901group.com

Founded in 2009, 1901 Group LLC provides innovative IT solutions to public-sector and private-sector clients leveraging our In3Sight™ managed service platform. Our team transforms traditional IT services through the use of as-a-service offerings and consumption-based pricing models. We deliver secure, hybrid cloud services for enterprises with high-data-security, mission-critical systems that benefit from our FedRAMP authorization, ISO9001 certification, CMMI DEV/3 and CMMI SVC/3 appraisals, Top Secret facility clearance and excellent CPAR ratings.

Equinix and 1901 Group partner to simplify Enterprise management and change the way public and private sector organizations consume IT.

About Equinix

Equinix, Inc. (NASDAQ: EQIX) connects the world's leading businesses to their customers, employees and partners inside the most interconnected data centers. In 44 markets across five continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies. In a digital economy where enterprise business models are increasingly interdependent, interconnection is essential to success. Equinix operates the only global interconnection platform, sparking new opportunities that are only possible when companies come together.

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