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OnRamp Forms Strategic Partnership with GCS Technologies

AUSTIN, TX – OnRamp, a high security and hybrid hosting provider with data center facilities in Texas and North Carolina, announced today its partnership with GCS Technologies, Inc. After years of utilizing OnRamp's colocation and later hybrid hosting solutions, the Austin-based MSP decided to form a strategic partnership with OnRamp to address their clients' needs for secure cloud-based solutions to run their IT operations.

Owned and operated in Austin, Texas since 2000, GCS improves the efficiency and consistency of IT through responsive service, advanced technical expertise and common sense solutions to address the unique challenges local businesses face. "What's common amongst our customer base is the understanding that cloud solutions can help their business," stated GCS' VP of Sales Marty Satterfield. "The 'sticking point' for these companies, and this is where we come in, involves how to effectively leverage a cloud hosted environment with their budget and how to migrate to their new environment without disrupting workflow."

Despite working with several data storage providers to expand GCS's offerings to their growing customer base, none offered the flexibility to scale and adapt to a customer's unique situation in terms of what hybrid hosting could provide. Recognizing OnRamp's focus in delivering hybrid hosting solutions, which combine colocation, secure private clouds and cloud-delivered services, for a diverse customer base with varying compliance requirements, and having been a customer themselves, GCS began to explore new ways to enhance their relationship with OnRamp while bringing new value to their company and customer base.

OnRamp's Channel Partner Program enables approved partners, from a variety of industry verticals, to incorporate data center services into their current product and service offerings. Doing so enables them to build more comprehensive solutions for their end-users. Whether acting as a Referral Partner or Reseller, OnRamp partners are given the ability to capitalize on the fast-growing data center market to meet their business goals and are rewarded by for bringing new customers to OnRamp.

Establishing themselves as an OnRamp Partner, GCS Technologies, Inc. receives multiple benefits which it passes on to its customers. With diverse hosting and colocation solutions, and an emphasis on data privacy and security, OnRamp is suited to address a wide range of data center needs. "Based on their ability to provide customized, secure solutions that enhance our offerings as a service provider, and for the numerous benefits we receive in working with their company, we consider OnRamp our preferred hybrid hosting partner," stated Satterfield.

"Our partnership with GCS is extremely beneficial," stated Senior Director of OnRamp's Channel Partner Program. "Given their in-house knowledge and expertise, they seamlessly supplement our services portfolio and provide additional value to our customers."

For more information about GCS Technologies partnership with OnRamp, download the new OnRamp Partner case study at: <http://www.onr.com/free-data-center-resources/case-study-gcs-technologies/>

About OnRamp

OnRamp provides computing infrastructure for companies that require high levels of security and availability. As an SSAE 16 SOC II audited, PCI Level 1 and HIPAA compliant company, OnRamp operates multiple enterprise class data centers to deploy hybrid solutions built on cloud-delivered computing capacity, managed hosting and colocation services. OnRamp specializes in working with companies to ensure compliance in the healthcare, financial services and other industries with high security needs, helping them meet the rigorous compliance requirements associated with HIPAA, PCI, SOX, FISMA and FERPA. <http://www.onr.com>

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