Data Centers Becoming "Must Haves"

For the last 40 years, every new business requirement has been fulfilled with the technological advancement. With the money and deployment of the new hardware and software has resulted in an Information Technology (IT) infrastructure that gave an enterprise a competitive advantage in the race. Enterprises today can only be successful if they are able to juice out the advantages of new innovations at one and the same time, reducing cost, complexity, and overcapacity.

The space and time efficiency of Data Centers is getting distinguished amplifying its importance. Usually run by large companies or government agencies to accommodate computer systems and associated components, like storage systems and telecommunications, Data Centers are providing fast-growing cloud solution services to private and business applications.

The race to cut down the prices of the services, scale, and the rapid releases of new features by the cloud giants has increased the expenses to operate a global data center fleet. For our readers, we have shortlisted such courageous Data Center service providers to make the job easy.

To help in the hunt for the best of all Data Center services, we are introducing this new issue of our Magazine, **"The 10 Fastest Growing Data Center Solution Provider Companies"**. This listing of companies will be a great help for the enterprises who needs highly connected Colocation Data Centers to access cloud services privately, over direct network links.

Here in this issue, our cover story Cologix, Inc. is one of the best Data Center Solutions available out there. A network neutral interconnection and data center company headquartered in Denver, Colorado, Cologix provides massively scalable interconnection services and secure, reliable colocation services in densely connected, strategically located facilities in Columbus, Dallas, Jacksonville, Lakeland, Minneapolis, Montreal, Northern New Jersey, Toronto and Vancouver.

With more than 450 unique network choices and 24 prime interconnection locations, Cologix currently serves over 1,600 carriers, managed services, cloud, media, content, financial services and enterprise customers. The company's experienced team of communications infrastructure professionals is committed to provide its customers the highest standard of local customer support.

This issue, "The 10 Fastest Growing Data Center Solution Provider Companies" gives the best insights of Data Center industry with the Articles and the shortlisted companies highlighted in the magazine.

InsightsSuccess
The way of business solutions

Transitional Data Services

recognized by Insights Success magazine as

The 10 Fastest Growing Data Centre Solution Provider Companies

"An annual listing of The 10 fastest growing Data Centre Solution Provider Companies, which are contributing to all the unique Data Centre requirements with technological advancement"

Pooja M. Bansal
Editor-in-Chief

Company:
Transitional Data Services

Management:
Michael E. Bullock
President & Co-Founder

Brief:
TDS provides consulting, implementation and operational services for IT and Data Center Transformations. TDS also created the TransitionManager software used by TDS consultants, end customers and global strategic partners.

Website:
transitionaldata.com

Transitional Data Services: Leveraging Field Proven Success

Acknowledged as a *"Cool Vendor"* by Gartner in 2015 for their innovative approach to orchestrate the execution of hybrid data center migrations, Transitional Data Services (TDS) is the leading service provider for planning and executing complex data center transitions and transformations. It is TDS' experience, approach, methodology and tools which set the company apart from others.

Since its establishment, TDS is helping clients minimize risk, improve project

alignment with more strategic business issues such as digital transformation, business resiliency, agility and flexibility.

TDS has built **TransitionManager Software,** specifically to break through the conventional challenges inherent to silo-based approaches. TransitionManager increases velocity of transitions and transformations by breaking down barriers between operating silos, and allowing change to be implemented efficiently across the organization. This allows the IT organization to better accept and

implementation, applications development, enterprise systems, leading-edge data center design, and operations. As an example, TDS has been managing the server operations for Kayak.com from early startup while they've become a top travel portal on the planet.

They *Take Time to Understand Clients Business Needs*, risk factors and financial ramifications of every decision so that clients can make recommendations that best align with your short and long term goals.

TDS invented the software *TransitionManager*, a tool for clients and partners. TransitionManager is their industry-proven, cloud-based IT migration platform that puts their decade of transformation experience into the hands of each of their consultants, and clients project team. This turns chaotic and complicated migration events into a well-orchestrated, methodical solution.

> " Our transformation services and TransitionManager SaaS have established a unique place in the market that aligns with digital business transformation, increased business resiliency and the embracement of perpetual change as necessary, vital and valuable to ongoing success of our clients. "

efficiency, and increase migration speed while facilitating more predictable, forward-thinking technical operations for years to come.

Leading Service Provider for IT and Data Center Transformation
 TDS established this leadership position by tackling the more challenging aspects of IT transformation. While others have more narrowly tactically on device relocations, virtual migrations and cloud enablement, TDS recognizes that successful transformation requires greater attention to the application dependencies, end-to-end infrastructure interdependencies and

embrace the perpetual change which is inherent to IT.

The change to infrastructure and operations should not be considered isolated to IT. Change must be managed in a way that aligns with the business needs and controls. From a business perspective, digital business transformation is undertaken to support one or more key themes, *Increase revenue, Reduce cost or Risk mitigation.* IT transitions are secondary to these higher level business goals.

Three Key Factors of TDS
TDS is having *Deep Technical Experience* in all facets of IT. This includes strategy, architecture,

The Process
You cannot understand the full impact of changing anything in IT or the data center with a full understanding of the interdependencies among other applications and infrastructure - servers, database, storage and network. The accurate inventory and cross-silo dependency mapping go hand in hand. TDS can leverage available sources of information to accelerate the generation of inventory and dependency views. TDS typically validates the inventory using short interviews with the various infrastructure and application owners.

According to TDS, as recognized

Michael Bullock
CEO

by Gartner and others, transition planning must be broken down into realistic waves or groupings. As you go through this process, you will need to address all interdependencies that will be broken or interrupted in order to avoid unplanned disruption to the business.

TDS can then automatically generate a detailed step by step execution plan to move from clients current to future state. They call this the **Runbook**. The runbook is generated automatically by applying transition recipes to the inventory migration groups result in an integrated plan to execute the complete migration

effort. Unlike more conventional / static approaches, this plan can be incrementally refined and improved along the way until it is time for execution. This agile and adaptive approach is critical to transformation success when taking into account the complexity and constant change inherent to modern IT.

All this leads up to an execution process that is refined, adaptive and orchestrated in real time. The migration team manages their discrete activities in the proper sequence. Command and control functions can operate at a higher level while the detailed task execution is controlled

directly with those responsible for each step and in the proper execution sequence. Full visibility and transparency is available to the team so everyone can see the collective progress though dashboards and detailed drill - down if necessary.

Michael Bullock, **Professional behind TDS**
Michael Bullock is the CEO of TDS, which he founded in 2002. Mike's vision was to create a new type of professional services company that would focus on delivering efficiency, value and results to TDS clients. Prior to creating TDS, Mike held technology leadership positions with internet startups Student Advantage and iCAST, and previously was Vice President of Technology for Renaissance Worldwide where he managed the technology convergence from 26 portfolio companies as Renaissance grew to become a $1B, public company.

Future Panorama
TDS' annual service bookings have been growing at an annual compounded rate of 25% per year over the last 7 years. Furthermore, since TransitionManager was publicly introduced in 2014, the company sales growth has accelerated to over 50% annually - and securing its place as one of the top 10 fastest growing data center solution providers profiled by Insight Success. Michael says, "There are two key parts of TDS' business that feed each other. First, we provide turnkey services to help companies transform their infrastructure and operations (I&O), which includes; Comprehensive Analysis and Planning Services and Physical, Virtual and Cloud Migrations." Bullock continued, "The other is TransitionManager and the reach through our partner network which has allowed us to sustain our leadership position in the market."