

# The Key to Success

Quality. Service. Reliability. These principles define QualityHosting's way of doing business. Because of this, the company chooses its business partners very carefully. For a number of years now QualityHosting has trusted Interxion to be its data centre provider.

## The Challenge

QualityHosting gives product quality, service availability and technical competence top-priority. That is why their partners have to stand for excellence in performance in their own fields. The data centre is the backbone of QualityHosting's offering, as value-added services can only be run in a reliable operating environment. As a result, the choice of the right data centre and operator is critical.

## The Solution

After looking for new data centre space and comparing different providers, QualityHosting chose to work with Interxion.

“The determining factors in our decision were the technical status of the facilities, the location, the provider's flexibility and neutrality and the convincing price-performance ratio,” said Christian Heit, Chief Executive Officer at QualityHosting AG.

“Interxion understood exactly what our technical and organisational demands were; they considered them during the conception stage; and they implemented everything properly, so that we were able to move into our room in four weeks.”

QualityHosting needs high-density power configurations for their cabinets and multiple carrier connections.

“From the beginning, Interxion has been able to meet our power demands, which are above average,” said Heit. “We are also able to interconnect with nearly every telecommunications provider. That guarantees high flexibility for us and our customers.”

Due to the high demand for QualityHosting's services and the enterprise's constant growth, new data centre space was needed in 2007. “We were so satisfied with Interxion that we didn't even invite other offers. Interxion was the right choice for us – in the past and in the present. The provider's competence, reliable technology and professional service are the key to our business success.”



## What QualityHosting does...

QualityHosting provides individual server, housing and hosting services and specialises in Microsoft solutions. The company gives its medium-sized business customers IT-production facilities and value-added services. In addition, customers can get a full, tailor-made product built to suit their specific needs – a “bespoke software service.” Over 3,500 customers in 12 countries rely on them. [www.qualityhosting.de](http://www.qualityhosting.de)

## What Interxion delivered...

- Best-in-class equipment housing with the ability to scale and reconfigure space as required
- Multiple physical security layers and 24-hour security support with controlled customer access 24/7
- Guaranteed power availability up to 99.999% with N+1 backup generators and cooling and 2N UPS
- Redundant cooling equipment with free cooling maintaining temperature and humidity
- Direct access to over 150 carriers/ISPs, as well as direct access to the DE-CIX Internet exchange (core switch hosted on Interxion Frankfurt campus)
- ISO 27001-certified information security management systems
- Regular capacity and SLA planning meetings
- A range of other optional services, including hands & eyes, monitoring, connectivity, hosting and backup and restore solutions

## About Us

Interxion is a leading European operator of carrier-neutral data centres and managed services. We serve our customers from 28 facilities located in 13 cities across 11 European countries.

Every Interxion data centre meets the most stringent industry requirements, offering the highest levels of security, power availability and energy efficiency.

Interxion's customer community also has access to 18 major European Internet exchanges and over 350 carriers/ISPs giving exceptionally convenient, cost-effective and reliable connectivity.

### Our Customers

Over 1,100 organisations, ranging from global carriers and ISPs to leading FMCG and financial services firms house their mission-critical infrastructure with Interxion, including:

- Akamai
- BT
- Cable & Wireless
- Coca Cola
- Fortis
- HP
- IBM
- Level3
- Nasdaq OMX
- Real Networks
- RTL Interactive
- Sage Software
- Siemens
- SunGard

### Quality of Service

Over and above expert local staff, Interxion provides a unique European Customer Service Centre (ECSC) that monitors customer security and systems 24x7 and provides quick-response support in five languages.

Following a rigorous independent assessment process, Interxion has been awarded ISO 27001 for Information Security Management Systems and Business Continuity.

### Contact Us

To find out more about our facilities, and our full range of services and solutions, please contact us with your requirements:

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Fax: +49 69 40147 199  
Email: [care@interxion.com](mailto:care@interxion.com)  
Web: [www.interxion.com](http://www.interxion.com)

### Accreditations & Associations

**Uptime Institute™**

Cofounder EMEA Chapter, Uptime Institute



the green grid™  
member

Contributor Member, The Green Grid



ISO 27001  
IS 537141



BS 25999  
BCMS 560099

ISO 27001 and BS25999-accredited Information Security Management & Business Continuity Systems



Contributor, EC Joint Research Centre on Sustainability



Patron of the European Internet Exchange Association

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