

CASE STUDY

BAY AREA INTERNET SOLUTIONS

Trouble-free

MIGRATION

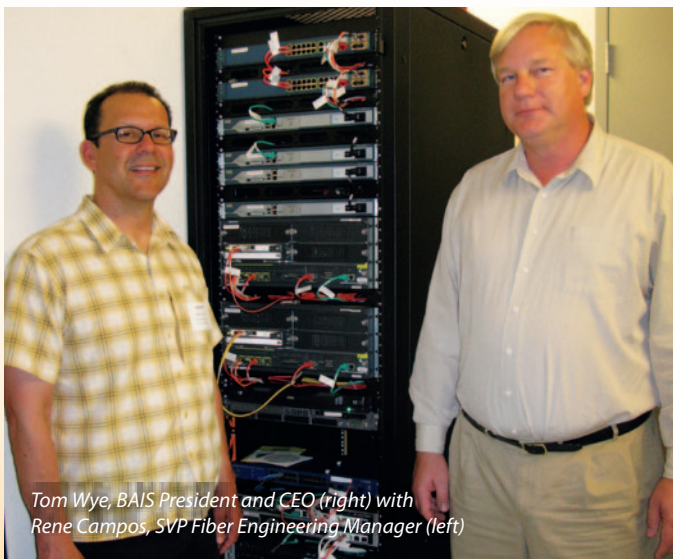
SVP FIBER ENTERPRISE

SVP FIBER PROVIDES TROUBLE-FREE MIGRATION AND SERVICE TO BAIS

When Bay Area Internet Solutions (BAIS) faced the task of expanding its growing Santa Clara-based Internet data center business from an older building to its new colocation facility, migrating 150 customers without network interruption was a challenge easily met by the Silicon Valley Power (SVP) Fiber Enterprise. SVP Fiber is a dark fiber leasing service offered to telecom carriers, business customers, and schools in Santa Clara.

BAIS' customers faced the choice of either migrating their equipment to the new building all at once, with serious service disruptions, or undertaking a phased migration, moving equipment in stages while making the move virtually seamless.

"We had to bring up a redundant high speed 10 gigabit fiber connection between two buildings," said Tom Wye, President and CEO of BAIS. "SVP sells fiber connections that are actually diverse fiber loops. That gave us an A and a B side so that if one side went down we had a backup."



Tom Wye, BAIS President and CEO (right) with Rene Campos, SVP Fiber Engineering Manager (left)

"Having access to SVP Fiber allowed us to build a seamless IP VLAN bridge between the two buildings," said Wye. "We had the flexibility to maintain a long-term loop and add a second loop to accommodate the move. We were able to activate the new loop for six months, a short-term need that would have been prohibitively expensive with some of the major carriers. SVP Fiber made it economical and easy, starting with the contract process."

Network reliability is critical to colocation and Tier IV carrier-neutral data center owners. "We were in regular contact with SVP from construction throughout the fiber build and final testing. Since then we've had no reason to call SVP customer support while in normal production mode. We've had no technical issues," Wye added. On top of the reliability and quality offered by SVP Fiber Enterprise, "SVP gives us stable, cost-effective power. The entire relationship between BAIS and SVP is ideal for us."



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