



Growing, innovative internet infrastructure services provider

INAP Japan leverages Colt DCS data centres to deliver high-performance services for enterprises to enable service developments



“Colt DCS has been one of our best data centre services partners and can provide services in both Japanese and English across all business processes. Colt DCS also understands very well both Japanese and Western business cultures. Colt DCS is flexible in matching its contract terms and daily operations to myriad customer needs. Colt DCS also understands INAP’s strengths well and does its best to create a better service.”

Masaki Okuno, CEO, INAP Japan

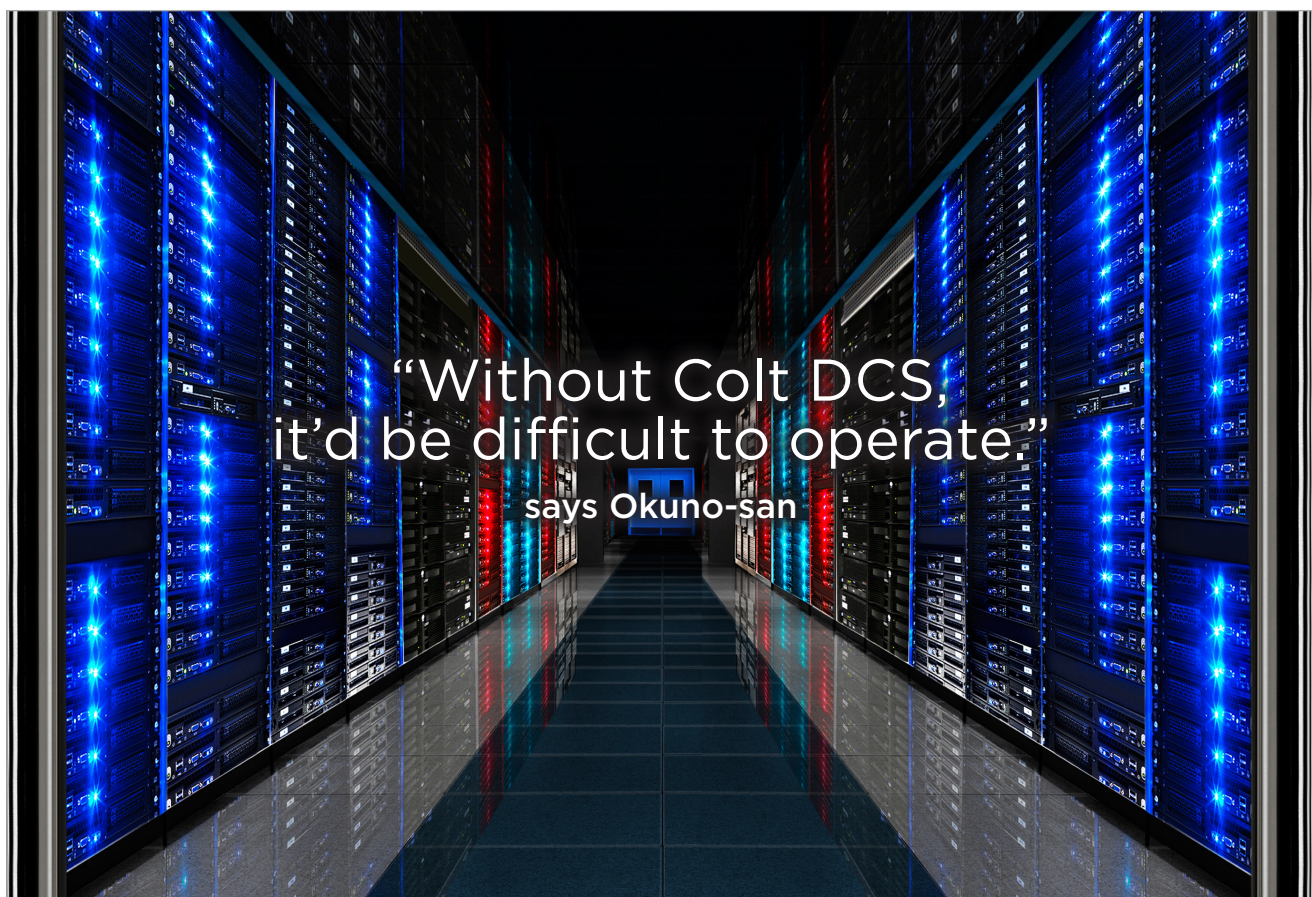


INAP Japan has been a customer of Colt DCS in Japan for over 10 years. INAP Japan, which provides high-end internet service based on intelligent routing, relies on Colt data centres to drive delivery of services to clients.

INAP Japan uses Colt DCS data centres to offer tailored solutions to customers in sectors like financial services, online gaming and information technology. Firms in these sectors and others require very low latency connections and high uptime environments given the virtual nature of their enterprises and customer expectations.

Despite those exacting specifications, Colt DCS has helped INAP Japan succeed thanks to what Okuno-san calls its 'very high-specification' data centres and the capabilities and flexibility of Colt DCS personnel.

Furthermore, the ability of Colt DCS to provide services in Japanese and English, and its thorough understanding of Japanese and Western business cultures has helped INAP Japan offer infrastructure services and accompanying support to customers with a high degree of satisfaction.



INAP Japan and Colt DCS have a long and successful history of collaboration.

The impetus for the relationship was INAP Japan's need for a strong infrastructure partner. It needed to rent space in Colt's data centre as it didn't own a facility nor did it want to spend the considerable sum it would take to do so. Proximity to customers and prospects was also a key criterion.

That's where Colt DCS came in. Colt's data centres in Japan are in close proximity to INAP Japan customers which was just one reason a relationship with Colt DCS seemed attractive.

Colt DCS was also of particular interest to INAP Japan because of its European heritage. INAP's primary sales targets are enterprises based in Western countries that want to establish a foothold in Japan. For that reason,

London-based Colt DCS, which serves over 1,300 customers globally, was well suited to enable INAP Japan's business development pursuits. This remains the case today.

Conversely, Colt DCS needed a network partner given that it didn't own such assets in Japan. The relationship has blossomed over time. 'The relationship between Colt's Data Centre Services team and INAP Japan is getting

stronger,' says Masaki Okuno, CEO of INAP Japan. 'We're strengthening it. We want to serve more English-speaking customers which we can develop with Colt DCS.'

Solution

Colt's range of services and its ability to help INAP Japan provide its innovative internet traffic route optimization technology as well as the location of its data centres have helped INAP Japan serve its customers with exacting needs.

Colt DCS is flexible in matching its contract terms and daily operations to various customer needs, Okuno-san says.

This goes well beyond a customer's space, power and connectivity needs. Colt DCS, which is a network partner of INAP Japan, enables IT services that INAP Japan offers to multinational companies in English and Japanese making it a 'one-stop IT services shop.'

The fact Colt DCS also provides services in Japanese and English irrespective of business processes helps INAP Japan better serve customers as it is able to offer a variety of services, like internet service enabled by a Colt DCS cross connect, that match its target market.

The company also understands Japanese and Western business cultures which helps INAP Japan service its customers, many of whom are based in the United Kingdom or the U.S. but want to do business in Japan.

Lastly, Colt DCS has consistently offered well-priced solutions without compromising on quality of service, says Okuno-san.

Why would you recommend Colt DCS?

The ease of doing business with Colt DCS, the company's ability to deliver on its promises and trying to secure the business of international companies that want to have a presence in Japan, are

three factors that have helped the companies develop a symbiotic relationship despite many changes over the long period of time the companies have cooperated.

Colt DCS's desire to improve its existing facilities is important to INAP Japan as it provides Okuno-san confidence the companies can grow together. Also, Okuno-san says Colt DCS is a partner of choice because its staff understand INAP's strengths well and make every effort to integrate its services with INAP's.

Finally, the additional capacity to be added by Colt DCS in Inzai leaves Okuno-san excited about the future.

'We will certainly be able to attract more customers in Japan together,' he said.



Founded in 2001, INAP Japan (Internap Japan Co. Ltd) has been providing high-performance infrastructure services with tailor-made solutions and rock-solid support for enterprises. Driven by the patented routing technology and supported by a team of world class bilingual engineers 24x7, INAP ensures its customers achieve the highest performance possible with their online businesses and infrastructure. INAP Japan also offers the Triple Trinity Service (TTS) which provides language and cultural assistance.

INAP Japan provides a one-stop IT service for western companies doing business in Japan.

INAP Japan maintains a number of customers with mission-critical data centre and connectivity needs; its customers operate in a wide range of industries, including technology and financial services.

Headquarters: Tokyo
<https://www.inap.co.jp/>



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24
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Colt Brussels Data Centre

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Germany

Colt Berlin Data Centre

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Colt Hamburg Data Centre

Hong Kong

Colt Hong Kong Data Centre

Italy

Colt Milan Data Centre

Japan

Colt Osaka Data Centre

Colt Tokyo Shiohama Data Centre

Colt Tokyo Inzai Data Centre

Colt Tokyo Inzai Data Centre Two

Colt Tokyo Otemachi Data Centre

Netherlands

Colt Amsterdam South East Data Centre

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At Colt Data Centre Services this is our business. Colt Data Centre Services offers flexible and affordable colocation and IT infrastructure solutions. Our connectivity and colocation solutions allow our customers freedom to plan effectively for the growth of their business, knowing that their data centre strategy is future-proof.

We operate 24 state-of-the-art data centres across Europe and Asia Pacific, offering 24/7 security and local language support. We are connected to a further 530+ third party data centres across our network and are able to offer private links into the major public cloud providers.

As the only data centre provider in the world to secure the highest M&O certification by the Uptime Institute, our operational standards are recognised as industry-leading.

Colt Data Centre Services has over 20 years' experience in designing, building and operating energy-efficient, reliable data centres - hosting significant financial, media, corporate and cloud wholesale providers across the world.

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