

CASE STUDY



Conversant Group is an IT infrastructure and security consulting company headquartered in Chattanooga, TN. Conversant has provided technical, organizational, procedural, and process consulting nationally since the company was formed in 2009.

In 2017, Conversant was seeking data center space in Chattanooga, when they were referred to a new data center provider in town, DC BLOX. Conversant did not know much about the company, but decided to start with a trial, initially subscribing to colocation space and Internet access for their own company's IT infrastructure.

Conversant was immediately impressed with the security, reliability, and overall quality of the DC BLOX Chattanooga facility and experience. "Not only did DC BLOX offer quality service, they were very easy to work with, going out of their way to meet our needs," said Brandon Williams, Conversant Group COO. Deploying in DC BLOX's Tier 3 data center in Chattanooga helped Conversant avoid having to go to Atlanta for services. "I'm sure we wouldn't have received the same level of personal support if we had worked with any of the big-name data center providers in Atlanta."

Since then, Conversant has become a reseller of DC BLOX services and has brought in a number of their clients to the Chattanooga data center. Conversant also provides managed services, assisting with the planning, deployment and support of its data center clients. Benny Middleton, DC BLOX Director of Partner Channel says, "Conversant Group is a great DC BLOX partner. They provide high quality services, and we work well together in meeting the needs of our joint clients. We've got a winning combination of infrastructure and services for the Southeast region, and I'm confident we will continue to see our client base grow."

The subsequent addition of DC BLOX facilities in Huntsville and Birmingham, AL provides additional options for Conversant's customers. "Having additional facilities less than 200 miles from Chattanooga offers Conversant's clients the ability to deploy redundant infrastructure in two locations in the event of a major storm or disaster, while still being able to drive to both locations," said Williams. In fact, one of their clients, Orthobanc, is doing just that, placing infrastructure in Chattanooga, with additional servers in DC BLOX's Atlanta facility. DC BLOX's private, high-speed, low-latency network connecting each of its data centers enables such configurations.

"We offer high quality, white glove services to our clients, and we need our downstream providers to deliver the same level of service," Williams said. "DC BLOX has earned our faith and trust."

About DC BLOX

DC BLOX is a multi-tenant data center provider delivering the infrastructure and connectivity essential to power today's digital business. DC BLOX's software-defined network services enable access to a wealth of providers, partners and platforms to businesses across the Southeast. DC BLOX's connected data centers are in Atlanta, GA; Huntsville, AL; Chattanooga, TN, and Birmingham, AL.

About Conversant Group

Conversant Group is an IT infrastructure and security consulting company based in Chattanooga, TN. Conversant Group has provided technical, organizational, procedural, and process consulting internationally since the company was formed in 2009. We design, build, and manage infrastructure for a secure, dependable user experience.