



## OVERVIEW

Data Canopy is a nationwide hybrid infrastructure provider. We reduce the cost and complexity of hybrid and multi-cloud environments by connecting, storing, and securing your physical and virtual infrastructure under one invoice. Custom-fit data center solutions ensure you are getting the infrastructure, network, redundancy, and security that best support your data and business needs now and as you grow.



## KEY FEATURE AND DIFFERENTIATORS

Data Canopy:

- Maximizes economies of scale
- Brings enterprise-class solutions to the small and mid-markets
- Solutions meet regulatory and compliance requirements
- Designs turnkey hybrid and multi-cloud solutions



## LOCATIONS

Data Canopy headquarters is Columbia, MD

Additional US Locations:

Ashburn, VA • Austin, TX • Chicago, IL • Cincinnati, OH • Dallas, TX • Houston, TX • Phoenix, NM • Raleigh, NC • Sterling, VA • Totowa, NJ • Santa Clara, CA (coming soon)

We have data center capabilities in:

• Shenzhen, China • Hong Kong

\*\*\*Also anywhere where CyrusOne is established.



## SERVICE OFFERINGS

### CLOUD

Private, public, hybrid, and multi-cloud options create the cloud infrastructure optimized to fit your business. Data Canopy helps you to ease management and reduce costs. Our private cloud and storage environments are deployed in Tier III facilities across the country, supporting industry and federal regulatory compliance, such as HIPAA, FedRAMP, PCI-DSS.

### COLOCATION

Data Canopy has forged partnerships and negotiated long-term colocation leases in data centers in Tier III+ facilities located in Ashburn, VA; Austin, TX; Dallas, TX; Chicago, IL; Cincinnati, OH; Fremont, CA; New York Metro Area; Houston, TX; Phoenix, AZ; Raleigh, NC and Sterling, VA. Because of these relationships, we can offer our clients of every size highly custom and secure, regulatory compliant data



## IDEAL CUSTOMER PROFILE

Data Canopy is a good fit for any company whose infrastructure is regulated or complicated. This could be a financial services organization with a small IT staff, government organizations, healthcare, oil and gas, and more. Listen for the following:

- Is considering the public cloud
- Has experienced unexpected costs with the cloud
- Has security or regulatory requirements, such as HIPAA, PCI, or FISMA
- Needs to access multiple cloud providers fast, securely, and affordably
- Lacks an internal IT team
- Lacks the budget to build their own data center
- Needs assistance with or is planning a virtualization project
- Is outgrowing current data center space or is at the end of a lease



## CUSTOMER TESTIMONIALS

“WITH DATA CANOPY, WE HAVE ENOUGH ROOM TO GROW WITHOUT HAVING TO WORRY ABOUT EVERYTHING ELSE...DATA CENTER MANAGEMENT CAN BE A TIME VAMPIRE.” – KURT LABENZ, AVP OF IT INFRASTRUCTURE FOR FIDELITY & GUARANTY

center services in a variety of facilities – all at a lower cost.

### DRAAS

Whether you need geographic redundancy, virtual backups, or a combination of the two, Data Canopy can help you develop the plan that keeps your business running when disaster strikes. Ensure mission critical data is secure and available in the event of an emergency with a disaster recovery plan and solution designed for your business. Data Canopy offers geographical redundancy from data centers nationwide, full encryption and corruption detection capabilities, and virtual server backups for seamless failover in the event of an outage.

### IAAS

Don't limit your cloud environment to the detriment of your organizational growth and efficiency. Finding the right cloud mix will optimize your overall business performance without sacrificing security. Data Canopy offers private cloud, public cloud, and hybrid connectivity to ensure your infrastructure is well connected and more easily managed.



## QUALIFYING QUESTIONS

- Are you considering moving all or part of your infrastructure to the cloud?
- Do you have to meet any security or regulatory requirements?
- Do you have an internal IT team?
- Do you lack the budget to build your own data center?
- Do you need assistance with or are you planning a virtualization project?
- Do you use the public cloud now?