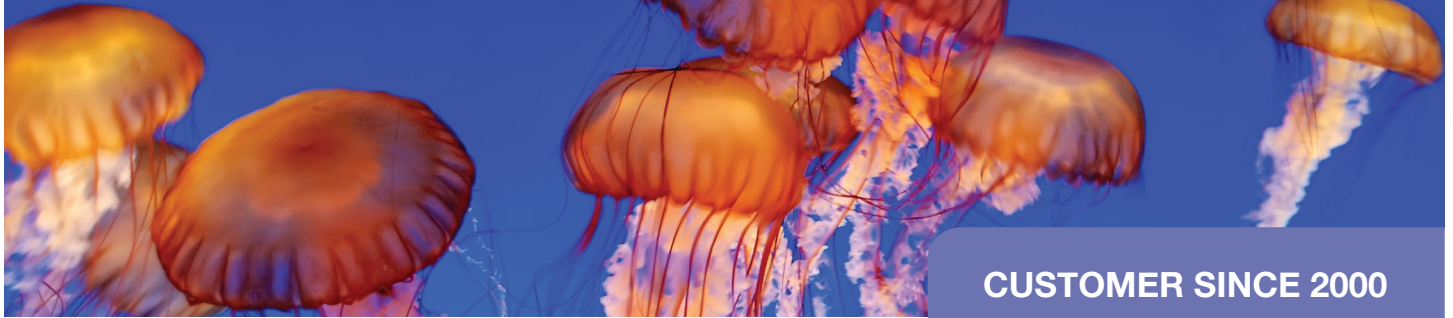


Case Study:

National Aquarium



CUSTOMER SINCE 2000

Industry: Not-for-Profit

CLIENT: National Aquarium

PROJECT: Virtualization,
Managed Hosting solution,
Onsite connectivity

“As the National Aquarium has scaled technologically our business growth has put much larger demands on our IT infrastructure; more and more of our critical applications are requiring a more robust solution... DataPoint has been able to scale our bandwidth requirements and be a great IAAS provider for us as we’ve continued to grow the business fueled by technology.”

– Brady Decker, CTO

Customer Profile: The National Aquarium inspires visitors and partners to celebrate and nurture the world’s aquatic habitats from tropical rain forests to coral reefs; from the Chesapeake Bay to the world’s oceans. The National Aquarium, recognized internationally as a trusted partner and the respected voice of authority for a healthy and sustainable aquatic world, confronts the pressing issues facing global aquatic habitats through pioneering science, conservation and educational programming.

Business Challenge: Owning a large amount of hardware that was soon reaching its end of life, the National Aquarium sought to either make a large capital purchase of new hardware and licensing or, outsource these needs. In addition, they had previously dabbled, in house, with versions of virtualization technologies and were interested in going the Virtual route, as well as their IT initiatives were demanding greater bandwidth requirements.

Solution: The National Aquarium chose the DataPoint Infrastructure. DataPoint is an Infrastructure As A Service (IAAS) organization built on their internal hardware, the National Aquarium was able to save money and allow for both higher levels of redundancy and scalability on DataPoint’s Private Cloud Platform.

CLIENT: National Aquarium

PROJECT: Virtualization,
Managed Hosting solution,
Onsite connectivity

Results: DataPoint's Ethernet Anywhere offering (scalable to 155 Mbps on a single piece of hardware) was also able to increase their onsite bandwidth while decreasing local latency and allowing for virtualization of services in the demilitarized zone. This process offloads some security zones into a virtual environment instead of requiring the Aquarium to reinvest in new hardware (a significantly lower investment). The National Aquarium has been able to leverage DataPoint's Virtual Infrastructure and the Ethernet Anywhere service as their internet solution for their Fells Point and Washington DC locations as well.

Conclusion: "As the National Aquarium has scaled technologically our business growth has put much larger demands on our IT infrastructure; more and more of our critical applications are requiring a more robust solution... DataPoint has been able to scale our bandwidth requirements and be a great IAAS provider for us as we've continued to grow the business fueled by technology," commented Brady Decker, CTO.