



# WHITE PAPER: INTERNET DATA CENTERS

What is a “carrier neutral” or “neutral” Internet Data Center (IDC)?

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**ABSTRACT:** Many data centers market themselves as a “carrier neutral” or “neutral” Internet Data Center (IDC). This paper explores the key attributes of a truly carrier neutral Internet Data Center and the benefits customers derive from locating their hardware and critical infrastructure at a *neutral* facility.

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- What is a CARRIER NEUTRAL INTERNET DATA CENTER?
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- What are the benefits to a customer by collocating in a truly “neutral” or “Carrier Neutral” Internet Data Center?
- Overview of GPX Internet Data Centers



## Forward:

This document clarifies what it means to be a “neutral” or “carrier neutral” Internet Data Center (IDC) and details the benefits true “neutrality” brings to the customer. This document examines the key criteria that are necessary to allow an IDC to rightfully claim to be a neutral facility: Carrier Neutrality, Infrastructure Provisioning to support neutrality, and Distributive Connectivity within the facility.



## **A CARRIER NEUTRAL INTERNET DATA CENTER is:**

- ❖ **Not owned, either in whole or in part, by a telco company, ISP, cable company, or hardware or software vendor.**
- ❖ **DOES NOT sell or bundle bandwidth, managed services, or vendor hardware with their product offerings.**
- ❖ **DOES NOT have any exclusive or strategic relationships with carriers, ISP's, or hardware/software vendors.**
- ❖ **Operator's services include only collocation, power, cooling, security, cross connections, and basic technical support.**
- ❖ **Has the vast majority of the markets carriers and ISP's physical POPs and routers installed within the data center.**
- ❖ **Has excellent connectivity to the vast majority of telco companies and ISP's within the market.**
- ❖ **Has a structured cabling network allowing any customer to seamlessly connect to any carrier within the data center over several media types (CAT 6, Fiber Optic, etc).**



## **A CARRIER NEUTRAL DATA CENTER is NOT:**

- ❖ **Owned or operated by an ISP, telco company, or any company that has network infrastructure.**
- ❖ **Owned or operated by a hardware or software vendor.**

## **A CARRIER NEUTRAL DATA CENTER does NOT:**

- ❖ **Resell or bundle bandwidth from a telco company, ISP, or company that owns network infrastructure.**
- ❖ **Have strategic or preferential relationships with a telco company, ISP, or hardware and software vendor.**
- ❖ **Have excellent connectivity to the vast majority of telco companies and ISP's within the market.**



## **What are the benefits to customers by collocating in a truly neutral or carrier neutral Internet Data Center?**

### **1. The data center owner or operator DOES NOT sell, re-sell, or bundle bandwidth:**

**Benefit:** Customers are not captive to any one carrier or ISP and can negotiate the best pricing and best service levels (SLAs), allowing them to build very cost effective and highly reliable networks.

**Benefit:** The Carrier/ISPs contract for services is owned and controlled by the customer.

**Benefit:** Customers can use multiple telcos, ISP's and vendors for diversity and redundancy.

**Benefit:** Customers can change Carriers/ISPs at any time without moving their equipment or disrupting critical services.

### **2. The data center owner or operators SERVICES INCLUDE ONLY collocation, power, cooling, security, cross connections, and basic technical assistance**

**Benefit:** The data center owner or operators is free from any possible conflict of interest that might arise from an affiliation with ISPs, vendors or Carriers. As such, the data center owner or operator's only motivation is to work with the customer to develop the most cost effective, reliable, and scalable solution which meets the customers business requirements.

### **3. The data center owner or operator DOES NOT have any exclusive or strategic relationships with carriers, ISPs or software or hardware vendors.**

**Benefit:** The data center owner or operator works exclusively with its customers to assist them in developing technology solutions that best meets their business requirement.

### **4. The data center owner or operator HAS THE VAST MAJORITY of carriers and ISP's physically installed in the data center with a POP including a backbone router.**

**Benefit:** Customers can collocate in one physical location to access all carriers and easily migrate between carriers as their business requirements dictate.

### **5. The data center HAS PHYSICALLY DIVERSE FIBER OPTIC NETWORK(S) between the data center and at least two (2) central offices of the incumbent and/or other Telcos.**

**Benefit:** Customers can implement highly reliable and scalable networks, and also access a broad array of services including international undersea cables, VPN's, MPLS, Ethernet, and many others.

### **6. The data center owner or operator DOES NOT have any strategic or preferential relationship with hardware or software vendors.**

**Benefit:** Customers can purchase equipment from any vendor allowing them to negotiate best pricing and best service levels (SLAs).



## **OVERVIEW OF GPX INTERNET DATA CENTERS:**

- ❖ GPX is a privately held company whose sole business is to build and operate Tier 3 and Tier 4 carrier neutral Internet Data Centers within emerging markets.
- ❖ GPX IS NOT a telco company, ISP, or hardware or software vendor. Our sole and exclusive business is in providing extremely reliable data center collocation space.
- ❖ GPX DOES NOT have any network infrastructure. We do not sell or resell bandwidth, package bandwidth with any offering, offer Managed Services, or resell any hardware or software.
- ❖ GPX ONLY OFFERS collocation, power, cooling, security, cross connections within our data center, and basic technical assistance called Remote Hands.
- ❖ GPX DOES NOT have any exclusive or preferential relationships with telco companies, ISP's, hardware or software vendors. Our customers make the exclusive decision on which vendors to purchase from.
- ❖ GPX data centers have all of the major telco companies and ISP's physically present within its data center including full router connectivity.
- ❖ GPX data centers have excellent connectivity including physically diverse fiber optic rings connecting to incumbent and/or other Telcos central offices.