

**TELXIUS**



# CASE STUDY: PHOENIXNAP

phoenixNAP® relies  
on the Telxius International  
network for IP services



# The Opportunity

phoenixNAP was looking to add an IP Carrier to support their IP Blend service for enterprise customers within its Phoenix data center. phoenixNAP customers who use the IP Blend service do so to enjoy the benefit of using multiple carriers, but with the ease of using one IP provider. Many customers connecting through the Phoenix data center also rely heavily on extensive connectivity to the LATAM region and require a solution to support this.

phoenixNAP® is a global IT services provider with a focus on cyber security and compliance-readiness, whose progressive Infrastructure-as-a-Service solutions are delivered from strategic edge locations worldwide. phoenixNAP offers cloud, dedicated servers, hardware leasing and colocation options, which are built to meet evolving IT business requirements.



# The Solution

**Telxius is a Tier I ISP in LATAM and Europe with extensive peering activity and access to over 300 million fixed and mobile broadband users.** Telxius' Tier-1 international network, completely redundant and with a grid topology, guarantees total availability and optimal transport of customer's data traffic at all times and is capable of providing different levels of service quality, adapting to the needs of both fixed and mobile phone operators as well as ISPs.

**phoenixNAP is able to connect to the Telxius IP network in Madrid and Sao Paulo, via two of the highest capacity submarine cables in the world. MAREA**, which connects Virginia Beach, USA to Bilbao, Spain, completely bypassing the more congested North Atlantic cable route, is the lowest latency and highest capacity transatlantic subsea cable ever deployed between the US and Europe, offering an astounding 200 Tbps of capacity. **BRUSA**, the second-largest submarine cable in the world, is an ultra-low latency, 11,000-kilometer route connecting Virginia Beach to Brazil. These international subsea cables provide phoenixNAP's customers with access to additional fiber routes internationally and the benefit of low latency and ultra-high-performance connectivity.

# Results

As one of its value-added offerings, phoenixNAP provides customers with connectivity between its data centers globally. One customer, for example, was looking for high capacity, low latency connectivity between phoenixNAP data centers located in Atlanta and Frankfurt. **MAREA was the perfect solution, offering fast connectivity from the US to Spain, on the world's fastest and highest capacity intercontinental route between North America and Europe.**

“We are very pleased that Telxius selected phoenixNAP to expand its US footprint. By doing so they helped us improve our IP offering to our customers locally in Phoenix but also in Latin America and Europe. Telxius also has the ability to provide our data center clients with access to its premier global Capacity and IP portfolio. It is truly a win-win scenario,”

says Ian McClarty, President of phoenixNAP.

The relationship is truly of benefit to both organizations. Connecting through the phoenixNAP data center in Phoenix allows Telxius to benefit from the company's strategic location, expert staff, and modern facilities. phoenixNAP's carrier-neutral data center in Phoenix enables organizations to directly connect to over thirty major networks, bandwidth, and telecom providers worldwide. With such diverse carrier options and strategically positioned global nodes, phoenixNAP is one of Phoenix's major interconnectivity hubs.

“At Telxius, we are committed to unlocking opportunities for global organizations to remain highly competitive by enabling rich interconnection capabilities and cutting-edge communications solutions. By partnering and collaborating with key players of the industry like phoenixNAP we are able to reinforce our position in the telecommunications market, increase the reach of our cable portfolio and continuously adapt our offer to the needs of our customers.”

says Rafael Arranz, Telxius Cable Business COO.

To learn more about Telxius, visit the [website](#) and to view an interactive map, click [here](#).

## LEARN MORE ABOUT TELXIUS CABLE SERVICES:



Telxius has 97 PoPs in 26 countries, 67 cities



Cables: 12 covering 100,000 Km



Colocation: 27 Locations



IP: 53 Locations



Capacity: 40 locations

The Telxius logo is centered on the page. It features the word "TELXIOUS" in a bold, sans-serif font. The letters "TEL" and "IOUS" are in a dark blue color, while the letter "X" is a lighter, teal color. The background is a gradient of light blue to dark blue, with numerous small, glowing white and light blue particles scattered throughout, creating a starry or digital effect. Several horizontal, glowing light blue bars of varying lengths and positions are also present, adding to the futuristic aesthetic.

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[www.telxius.com](http://www.telxius.com)