

EQUINIX CUSTOMER SUCCESS STORY

CDM SMITH



ENTERPRISE

By choosing the integrated end-to-end network solution offered by Equinix and CFN Services, this global consulting engineering construction and operations company gains a significant and sustainable business advantage.

“A high-performance global network is key to facilitate collaboration that will enable CDM Smith to deliver new innovative solutions to our customers, and Equinix is delivering a complete solution.”

David Neitz, CIO, CDM Smith

Overview/Executive Summary

Seeking to gain a competitive advantage with increased business agility, global consulting engineering construction and operations company CDM Smith decided to transform their current network architecture, leverage a hybrid cloud model to gain access to new dynamic workloads and introduce greater global consistency. By choosing an integrated solution designed by Equinix and partner CFN Services, CDM Smith now has a flexible network model that is application-focused, scalable and cost-effective.

Business Challenge

Committed to exceptional client service, CDM Smith believes in working together — in teams and in partnership with their clients — to solve complex environmental and infrastructure challenges.

With their existing network consisting of a patchwork of carriers connected primarily over the public Internet and offering only best-effort performance, CDM Smith experienced inconsistency in network service and often a poor user experience, especially for employees in remote offices. Another issue with their existing network architecture was that it provided very little in the way of flexibility and scalability, as they needed a network capable of getting a new field office up and running in a timely and cost-effective manner. Other pain points included the lack of enablement for applications (such as VOIP and Office 365), and the considerable resources required to maintain the current network configuration. To CDM Smith, it was clear they needed a new network architecture that would support their business goals and future initiatives.

Competing Solutions

Although the company explored other options, including some from the emerging “virtual WAN (wide area network)” space and a proposal from their current primary carrier, they ultimately chose Equinix and CFN Services.

Customer Profile

History

From their inception in 1947 in Cambridge, Mass., CDM has been providing integrated solutions in water, environment, transportation, energy and facilities. They merged with Wilbur Smith Associates in 2011.

Customers

Public agencies and Fortune 500 companies are served by more than 5,000 employees through 160 offices worldwide.

Headquarters

Cambridge, Mass.
cdmsmith.com/



EQUINIX

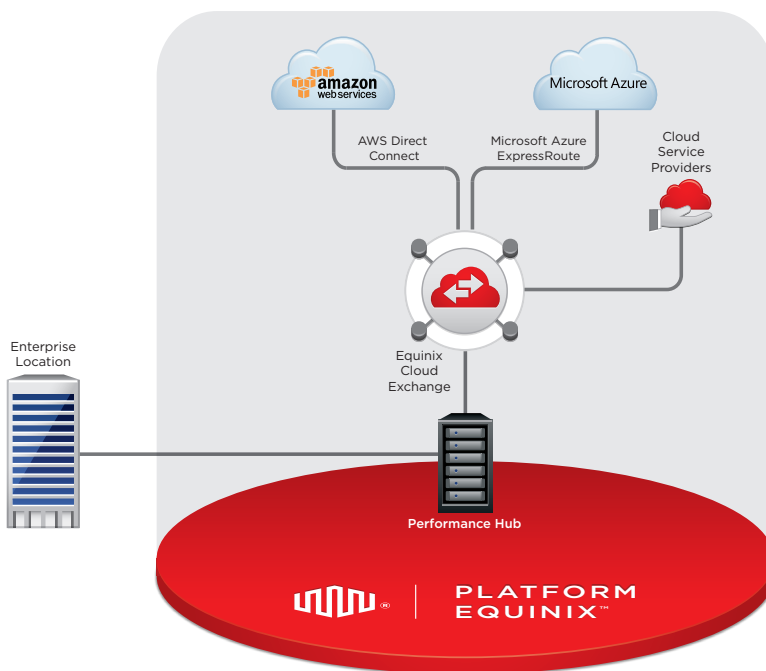
Equinix.com

Solution

To provide a robust and integrated end-to-end solution for CDM Smith, Equinix partnered with CFN Services, a managed services provider known for deploying and managing high-performance networks—including private cloud solutions—and cost-effectively improving application performance in distributed IT environments.

To deliver any-to-any high-performance connectivity between CDM Smith's 160 global offices, Equinix provides the Equinix Performance Hub™, an enterprise network extension node, and the virtualized, private direct connections of Equinix Cloud Exchange™ in nine key International Business Exchange™ (IBX®) locations throughout EMEA, the Americas, and Asia-Pacific. CFN Services provides the private Internet protocol (IP) backbone, as well as configuration and management of the entire Performance Hub deployment.

With this new architecture, CDM Smith can easily transition to a hybrid cloud environment and access cloud platforms such as Microsoft Azure. They can also enjoy the strategic enablement of a solution that will scale operationally, technically and geographically, including guaranteed bandwidth and service level agreements for all offices, right down to the "last mile."



Expected Benefits and Business Results

Equinix Performance Hub, Equinix Cloud Exchange and CFN Services deliver an integrated solution that's both scalable and flexible. CDM Smith can now achieve a faster time to market and can easily expand whenever needed, quickly provisioning new operations or offices.

Thanks to higher throughput, low-latency connectivity options, and application deployments closer to end users, the new architecture will also reduce latency and improve end-user quality of experience (QoE).

And by establishing private, high-performance connections with cloud providers through Equinix Cloud Exchange, CDM Smith will have direct access to the services they need to build sophisticated hybrid cloud solutions, support new compute models for delivery and redundancy, and improve disaster recovery.

About Equinix

Equinix, Inc. (Nasdaq: EQIX), connects more than 4,500 companies directly to their customers and partners inside the world's most networked data centers. Today, enterprise, cloud, networking, digital media and financial services companies leverage the Equinix interconnection platform in 32 strategic markets across the Americas, EMEA and Asia-Pacific. By connecting directly to their strategic partners and end users, customers are forming dynamic ecosystems inside Equinix. These interconnected ecosystems enable companies to optimize the performance of their content and applications and protect their vital digital assets.

Learn more at Equinix.com

Equinix Americas

+1.650.598.6000
info@equinix.com

Equinix EMEA

+31.20.753.7950
info@eu.equinix.com

Equinix Asia-Pacific

+852.2970.7788
info@ap.equinix.com

About CFN Services

A leading provider of high-performance network and application delivery solutions for mission-critical and distributed computing environments, CFN has built their reputation by helping enterprises improve performance and migrate to scalable, high-performance solutions that drive business value and enable innovation.

cfnservices.com