

Executive Overview

Headquartered in Dallas, Centersquare specializes in delivering a comprehensive suite of colocation and data center services. Prioritizing connectivity, security, and redundancy, Centersquare is at the forefront of meeting the rigorous demands of today's digital transformation efforts. Catering to a diverse clientele, ranging from mid-sized enterprises to large web-scale businesses, Centersquare not only ensures compliance with industry regulations but also guarantees 100% uptime. <https://centersquaredc.com/>

Product & Service Offerings

We built our API-driven, carrier-neutral platform from the ground-up with the goal of becoming the most future-ready, extensible data center in the world. If you want to avoid the costs and complexity of constant migration and benefit from pricing that allows you to easily scale up and down, our customers tell us Centersquare is the way to go.

Centersquare offers:

- Colocation/data centers
- IT Infrastructure as a Service
- AI/ML solutions
- Interconnectivity
- On-demand infrastructure
- Public cloud on-ramps
- Private cloud connectivity
- Ecosystem of NSPs, technology service providers and cloud on-ramps
- Enterprise bare metal
- Global footprint
- Regional zones
- Marketplace and Partner Ecosystem

Sales Engineer Take On Best Fit

Should be considered for every single domestic colo deal. High density and flexibility are strengths of CenterSquare. Their sales and engineering teams are top notch.

They will get very creative and flexible. Super responsive.

86 NPS Score is insane.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

Key Features & Differentiators

Colocation

With over 53 data centers in 26 key markets, we provide the massive scale you need, with local presence in critical markets.

- 400 MW of power
- 1.9 MM square feet of space
- 26 markets
- 10/10 top data center markets
- 50K+ cross connects
- 100+ MW expansion capacity

Digital Exchange

- Intelligently automated, on-demand data center services
- Unique, in-house development of software and platforms versus off-the-shelf technology
- Software-programmable and massively scalable

Software-Programmable Interconnection

- Secure, direct cloud access via CentersquareCloud Connect
- Additional, low-latency direct connections to all leading cloud providers
- Predictable costs and billing

Top Industries Served

- Financial Services
- Healthcare
- Media & Entertainment
- Other

Ideal Customer Profile

IT Infrastructure Managers

- CIO/VP/Director Information Technology

- VP/Director Infrastructure/Data Centers -Interested in addressing vendor management, network resiliency, network complexity, connectivity, scalability, compute management, capacity, time to deploy, centralization of infrastructure, provisioning management, security, hybrid IT

Cloud and Network Engineer/Architect

- CIO/VP/Director Network Engineering/Architecture

- VP/Director Cloud Architecture

- Interested in addressing network flexibility, egress costs, latency to end customer, security, governance/control, multiple platform management, vendor management, scalability, solution complexity, migration, compliance, performance

Qualifying & Technical Questions

1. What is your current data center approach/strategy?
2. Have you had any outages or issues lately? Are you outgrowing your data center space and power?
3. Where are your users/IT staff/customers?
4. Do you have a DR site?
5. Do you have workloads in public cloud?
6. Are you experiencing rising costs and unexpected budget overruns?
7. Do you have equipment nearing end-of-life?
8. Are the long times to deploy new infrastructure inhibiting your business agility?
9. Are you trying to develop a strategy for AI workloads?