



# Cloud Service Provider Leverages Integra Telecom’s Expansive Fiber Footprint to Ensure Quality Access to the Cloud

## COMPANY: NEXTCLOUD

Since its start in 2010, NextCloud has embarked upon a mission to develop commerce and trust by promoting their various cloud offerings, and enlightening clients about “cloud-bursting” myths. By educating businesses that view the cloud as a troubling technology, and by affiliating with other thriving ventures, NextCloud is making good on its desire to “deliver cloud computing with a difference: solutions that provide high performance, secure operation and truly enterprise class scalability.”

The business world’s opinion of the cloud is beginning to evolve, but initially the common view was decidedly negative and laced with angst and trepidation. As a cloud services provider, NextCloud champions their belief that usage of cloud services creates a path to substantial cost-savings and is a major upgrade over premises-based self-managed services. Headquartered in California’s state capital, NextCloud provides cloud hosting services to enterprises, healthcare providers, local governments and educational institutions.

NextCloud is a company that appreciates a tough challenge, particularly when prospective and current customers have concerns about what can or cannot be done via the cloud—and need something extraordinary accomplished. To serve their current and future customers, NextCloud operates larger than they are by leveraging the services of allied companies, such as Sacramento’s world class data center Herakles, and the products and solutions provided by Integra Telecom.



## » CASE STUDY

### INTEGRA SOLUTION

For private networking and data center connectivity:  
Private lines and voice services



**INDUSTRY:** Virtual data center, hosted virtual desktops, cloud and dedicated storage and cloud-based disaster recovery services

**LOCATION:** Sacramento and Santa Clara, California

#### INTEGRA TELECOM SOLUTION:

10 Gbps long-haul wavelength, Ethernet Services – E-Line, colocation

“The trust level with the Integra team was there and the provisioning of fiber and implementation went flawlessly.”

Gary Lamb, NextCloud founder and CTO

## **NEXTCLOUD GOAL: BECOME A REGIONAL PROVIDER – THROUGHOUT THE WEST AND BEYOND**

The NextCloud business plan is predicated upon being a regional provider of cloud services. Beginning with the Sacramento area, they aim to provide a low-latency, high-bandwidth environment that invites local enterprise-level firms to transport their operations into the cloud. To facilitate NextCloud’s product line (which consists of cloud-based products including a virtual data center, virtual desktops, dedicated storage and disaster recovery services) the company partners with Herakles.

According to NextCloud founder and CTO, Gary Lamb, “Herakles is one of the Sacramento area’s top quality datacenters, and a great facility for building our infrastructure. They contribute space and power to us—and they also share space with us at NextCloud’s disaster recovery facility in Santa Clara.”

**“Working with Integra has been phenomenal on both the carrier side and the provisioning side — a great experience.”**

**Gary Lamb**, *NextCloud founder and CTO*

Although NextCloud’s relationship with Herakles helps to give them clout and credibility, to deliver their cloud services to customers and future clients they would need another powerful partner. In its early days, NextCloud utilized the services of a local telecom vendor that the company’s founders knew from past business connections. However, as NextCloud extended their services to more and more Sacramento area businesses, they discovered that many of their clients’ network and data support demands were managed by Integra.

## **INTEGRA SOLUTION: PREMIER FIBER BACKBONE AND THOUSANDS OF FIBER LIT BUILDINGS**

NextCloud learned that Integra had a broader reach than their original telecom provider and it included much of the western United States. According to Gary, when they “found out about Integra’s network and fiber plant, it just made sense,” to use Integra for their networking requirements.

NextCloud “took a leap of faith with Integra” solutions and it paid off. “The trust level with the Integra team was there,” noted Gary, “and the provisioning of fiber and implementation went flawlessly.”

Integra supplies a 10 Gbps circuit that connects NextCloud to Herakles, and a 10 Gbps long-haul circuit that links the Sacramento facility to their Santa Clara location. Also important, Gary observed, “Integra is our backbone. They are a link into lit buildings, but they also bring new on-net buildings to us.” It is a relationship that works both ways. Whereas NextCloud finds opportunity in Integra’s extensive range, Integra also gets to know the needs of prospective customers via their partnership with NextCloud.

“Integra provides our Layer 1 and Layer 2 network, allowing us to drive more pipe sales and offer richer solutions. They give us an engineered on-ramp to the cloud—enterprise cloud—with Layer 2 Ethernet services. Integra’s Ethernet Private Line (EPL) and Ethernet Virtual Private Line (EVPL) circuits offer tremendous flexibility in our cloud architecture. With trusted Layer 2 extension capabilities and the ability to offer clients Next Rack, our cloud servers and datacenter service product, we can solve a lot of problems with Integra’s configurations.”

## RESULT: PARTNERS NOW AND IN THE FUTURE

Gary pointed out that working with Integra has been “phenomenal on both the carrier side and the provisioning side—a great experience,” and that he “would definitely recommend Integra.”

As for the future, he foresees NextCloud’s model of being a regional cloud services provider, expanding to other areas by leveraging Integra’s 5,000+ miles of long-haul fiber and 3,000+ miles of metropolitan area fiber. Gary noted that NextCloud is “positioned for growth, and we would like to map ourselves over Integra’s footprint. That should allow us to provide top of the line cloud services, along with disaster recovery, back to Sacramento.”

NextCloud’s partnership with Integra greatly enhances their capabilities, and has become major element in their roadmap to the future. With everything that NextCloud plans to accomplish, it is clear to Gary that the decision to employ Integra’s solutions was the right one.

## ABOUT NEXTCLOUD

NextCloud is a state-of-the-art managed services provider that offers advanced cloud, virtual desktop and application hosting services to enterprises, healthcare providers, local governments and education markets. NextCloud partners with Herakles Data Center, a SAS 70 type II compliant data center, with 24 × 7 client access, a full service Network Operations Center (NOC) and the finest in physical and electronic security. With direct access to a high performance fiber optic network infrastructure NextCloud provides expertise in the areas of virtualization, storage architecture, networking, security and performance optimization to help you plan your future computing, backup/restoral or fully managed disaster recovery needs. Visit: [www.nextcloud.com](http://www.nextcloud.com) for additional information.

## ABOUT INTEGRA TELECOM

Integra Telecom Inc. connects businesses by providing business-grade networking, communications and cloud solutions to thousands of business and carrier customers in 11 Western states, including Arizona, California, Colorado, Idaho, Minnesota, Montana, Nevada, North Dakota, Oregon, Utah and Washington. The company owns and operates a nationally acclaimed best-in-class fiber-optic network consisting of a 5,000-mile high-speed long-haul fiber network and a 3,000-mile metropolitan access network including more than 1,700 fiber-fed buildings.

## CONTACT US

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