

Capone Technology





Capone Technology LLC

AT A GLANCE

Client: Capone Technology LLC

Industry: Server Administration, Web Hosting, Colocation.

Market: Small Business, Marketing Companies, Movies Studios.

Locations:

- South Florida
- California

Problem:

As a small web hosting provider in Florida and California, Capone Technology was trying to compete with large-scale hosting companies to provide industry level services without the needed bandwidth and power. As a result of budgetary restrictions, Capone Technologies had tried to solve the bandwidth and power problem through self-hosting and Amazon cloud, but was struggling to make this combination profitable. After months of not seeing the results they needed to compete with their competitors, Capone Technologies contacted Volico Data Center.

CLIENT PROFILE

Capone Technology LLC is a small web hosting company based out of Florida and California. Operating since 2013, Capone Technology LLC has been servicing small businesses, marketing companies and movie studios with small-scale web hosting and web design services. Utilizing minimal employees and a combination of self-hosting technology and Amazon Cloud services, Capone Technology provides companies with basic web hosting and design.

Since its conception, Capone Technology has built a steady roster of clients and has reached a point where demand for the company's services is outpacing the current bandwidth and power capabilities. In an effort to continue its growth, expand their reach and solidify its position as a leading provider in the area, Capone Technologies is looking to expand its reach through increased bandwidth and power availability.

Their Story:

"In our search for a Colocation data center, we had three primary criteria. The data center needed to provide unbeatable uptimes, 24/7-customer support and technical assistance and be cost effective. Before deciding upon Volico as a provider, we researched, interviewed and met with three leading hosting providers in the area. While each offered a host of services that

addressed our needs, none of these companies did so with the same level of customer support and partnership we found at Volico. In the end, our decision to work with Volico was based on the cost effectiveness of what they offered and the elite level of customer support they provided. We needed a provider who offered more than services and technology. We needed a provider that offered a partnership."

"Volico has allowed Capone Technology to become a name in the web hosting market without requiring us to break the bank to pay for the needed bandwidth and power."

Paul Capone, CEO / Owner at Capone Technology

Solution Provider: Volico Data Center

Services:

Capone Technology procured a Full Cabinet (42U) from Volico with 20amps 120V power and 10mbps BGP bandwidth in order to improve the services that Capone was receiving with their existing solutions.

Benefits:

“The benefits we have seen since migrating our servers to Volico have been a significant increase in traffic (as a direct result of the improved bandwidth and power availabilities provided by Volico), a reduction in IT management and maintenance costs and reduction in downtime. We are getting more hits while experiencing significantly less bumps in service and downtime. The result has been a tremendous increase in revenue and a previously unexperienced ability to compete with larger scale providers for business.”

CHALLENGES

As a small company, Capone Technology turned to self-hosting and Amazon cloud services to keep IT costs low. In the beginning stages of the company’s growth, these solutions were adequate to meet the demands that Capone Technology had at the time. As the business continued to grow and attempted to reach larger clients and compete with larger and more established competitors, the self-hosting and Amazon cloud combination was no longer cost effective, which limited profitability and impacted the user experience. The company then found itself in the bind of needing to find a data center solution that offered increased bandwidth and power availability while still allowing the company to stay on budget. If the service provider were too expensive, the gains from working together would not outweigh the pressures of the additional cost. The challenge was to find a way to improve Capone’s bandwidth and power without breaking the bank. Capone Technology sought to solve the problem by working with local experts in the South Florida market to tailor a data hosting plan to their unique

needs. Capone Technologies needed a hosting provider that could identify the services and technologies needed to solve the problem without taking on additional, unnecessary services to the package.

SOLUTION

After meeting with and interviewing a number of top data centers in the area, Capone Technology settled on Volico to meet their data center and colocation needs. Capone Technology and Volico worked hand in hand to design and implement a service level plan that increased bandwidth, offered reliable uptime and ensured disaster recovery without raising costs astronomically. By utilizing a 42U cabinet and 20amps of power, Volico was able to offer Capone technology 10mbps BGP bandwidth upon which to operate their hosting operations in South Florida. The increase in power and bandwidth allowed the company to effectively host their clients while increasing their daily Amazon hits from 10,000 to 50 million without any noticeable loss of power.

RESULTS

Since working with Volico, the results have been astounding. Capone Technology has increased Amazon traffic more than tenfold, and users that have visited their website have had an excellent experience thanks to the ample bandwidth provided by Volico's colocation solution. By working together with Volico, Capone Technology was successfully able to make it cost effective to host our clients. Volico helped Capone Technology go from handling 10,000 hits/day on Amazon and losing 20 percent of that traffic to now handling around 50M hits/day with almost no loss of traffic. More importantly, Capone Technology has seen an increase in customers, resulting in sales and revenue increases since we switched over to Volico. The combination has turned Capone Technology into one of the leading web hosting providers in Florida and California, and their business continues to grow monthly thanks to the partnership they have built with Volico Enterprise Hosting Solutions.

"Volico customer service is top-notch. The staff is friendly, the facility is top-notch and everyone we encountered was always willing to help out with any unexpected obstacles. Their team made the partnership an enjoyable and profitable experience."

Paul Capone, CEO / Owner at Capone Technology

ABOUT VOLICO

Founded in 2000, Volico is a HIPAA, SSAE16, SOC 2 Type II, and NIST Compliant Enterprise-Class Data Center solutions provider, specializing in colocation, enterprise dedicated server hosting, disaster recovery, business continuity, backup services, private cloud computing, public cloud computing, and CinC (Cloud in Cloud) IAAS computing. Volico's facilities are category 5 hurricane resistant complete with gas-based inert fire suppression, 2N+X Smart-Grid redundant power infrastructure, and a 2N+X Smart-Grid redundant cooling infrastructure.

Architected and engineered from the ground up with reliability and survivability in mind, Volico's 3rd Generation Data Center facilities utilize Smart-Grid infrastructure to maximize dependability and scalability of the facilities without sacrifices. The company currently operates multiple data centers servicing clients in Miami-Dade County, Broward County, and West-Palm Beach Counties of sunny South Florida.

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