APATICS: Creating a hybrid environment in a sustainable, economical data center

Challenge

When APATICS started, like many businesses, they placed everything in a public cloud environment, but the bill kept growing and they quickly realized it would become too costly to scale only in the cloud at the pace they needed. They knew the hybrid strategy was critical to making their business work, so they began the search for a colocation data facility to house their critical infrastructure. When it came time to select the right data center partner, APATICS considered multiple markets before ultimately deciding to move forward with Nautilus at the Stockton 1 Data Center.

Solution

Nautilus' Stockton 1 Data Center has 10,000 square feet of space, 7 MW of critical IT power, and the hands-on remote staff to serve as an extension of the customer's team. The ability of Nautilus to offer 100% availability and white-glove remote hands service was a key consideration. In their selection process, they saw that Nautilus consistently and proactively worked to answer APATICS' questions and meet their requirements. Throughout all of the other locations analyzed, APATICS saw that the Stockton 1 Data Center was able to support their business architecture, had the right level of redundancy, was able to provide the proper amounts of density, enhanced security, and was able to deliver all of this at a great price. To top it off, Nautilus' data center was the most sustainable option - APATICS said the choice was clear.

Result

Uptime and business resiliency are critical for APATICS; but so are the remote hands' services that serve as an extension of their team. Because of the white-glove service provided by Nautilus, APATICS was able to set up their entire ecosystem in a single day. The resiliency of Nautilus' data center allows APATICS to grow and deliver more diverse services and the efficiency of the data center provided the most economical result.

Client Profile

APATICS is the healthcare data intelligence company, powered by HALO AI™, that delivers automated data insights to immediately and continuously reduce risk and optimize healthcare financial and clinical network performance for payers, providers, governments and consumers.

"It was important for us to find a cost-effective provider able to really offer white glove service. For us that means being proactive and being able to support all our needs whenever we meet – Nautilus has been that partner for us every step of the way."