



# Tribeca Colocation & Connectivity Case Study

## Since Joining Custodian

- ✔ 2800% increase in rack space
- ✔ PoP connections into US & Canada
- ✔ Opened offices in New York and Hong Kong
- ✔ 8 years and counting in the data centre

## Colocation Facts

- ✔ 100% uptime record
- ✔ Tier 4 resilience levels
- ✔ ISO 27001 certified
- ✔ Evaporative cooling system
- ✔ Live PUE <1.2
- ✔ Carrier neutral

## Global IT support from one of the best-kept secrets in finance

Tribeca was formed in 2006 when founder Mark Instance had a vision of offering IT support that specialises in the demanding and ever-changing hedge fund market. His vision was to prove a unique and superior option to hiring IT staff for clients in the financial sector. The result has spawned an exceptional IT outsourcing service at an affordable price to help justify it – something Custodian Data Centres has played an integral part in growing.

## Requirements

Tribeca were after a sophisticated data centre facility to house their core systems. A technical facility with an approachable team and form that they could collaborate with who could help the business grow were necessary. After reviewing a number of facilities, Custodian's Kent data centre stood out as the obvious choice for the company and with this – Tribeca moved their initial requirement of just a quarter rack into the data centre. Things moved on since that initial requirement.



CUSTODIAN  
DATA CENTRES

## Outcome

Tribeca now operates seven racks within the Custodian's Kent data centre, with at least one rack within each of the data floors. As they have grown, the relationship between Custodian and Tribeca has remained exceptional. Custodian was able to deliver from a technical standpoint, providing Tribeca's clients and prospective clients with tours of the data centre on numerous occasions. The solid platform provided by Custodian has enabled Tribeca to build a superb hosting platform for their clients. The move has since proved cost effective and given robust connectivity both within the UK and to data centres around the world, allowing Tribeca to build out their WAN infrastructure to include PoP connections to data centres in New York and Toronto.



From day one we were treated as an important customer, regardless of the fact that we had taken the smallest amount of space possible. Now, we are fully committed to growing the business in the UK and internationally. Custodian will be at the core of helping us develop our infrastructure both in the UK and further afield.

Mark Instance, Founder & MD (Tribeca)

