

# FusionPoint

## Data Management Agency: Partnering with Immedion Bolsters Security & Availability for Big Data Clientele




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### RESULTS

Clients' compliance requirements met in Immedion's SOC 2 Type II certified facility

High-performance network connection to meet 24/7 data availability demands

Immedion-managed servers and security monitoring for optimal performance and security

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"We are touching sensitive data, so many of our clients request audits to make sure our hosting facility is secure. By partnering with Immedion, it's easy to provide that reassurance to our customers that we can meet the security and uptime they need to keep their critical business data flowing," said Jason Lungarini, CEO and Founding Partner of FusionPoint.

### THE CLIENT

Founded in 2006, FusionPoint provides data management, visualization and analytics services to help companies transform big data into valuable business information. They have helped harmonize and integrate databases for some of the most well-known brands in the nation.

### CHALLENGE

FusionPoint's clientele runs the gamut from marketing research to healthcare, consumer packaged goods, retail and beyond. Each of them entrusts FusionPoint to facilitate and host the data their business runs upon, and expects it to be readily available, 24/7. Since that includes sensitive and Personally Identifiable Information (PII,) FusionPoint needed a colocation partner that could provide a secure, compliant hosting environment, plus meet the uptime and availability requirements their clients depend on.

### SOLUTION

Selecting a partner that is large enough to provide serious data security and redundancy, yet still maintains a personal connection to their customers was important to FusionPoint, so they chose Immedion for colocation at their Charleston data center. In doing so, FusionPoint can rest assured their clients' sensitive data is secure in Immedion's fully redundant, SOC 2 Type II compliant data center facility. Connectivity through Immedion's dedicated Tier 1 network provides the availability their clients expect in order to access their data at any time and from anywhere.

By incorporating Server Management and Managed Security into their solution, FusionPoint also gained an extension of their IT team. While they still maintain oversight of their hosted data, they can rely on Immedion to perform the day-to-day operations and ensure their clients' data is at optimal security.

### RESULTS

FusionPoint is able to entrust Immedion with managing their collocated space and can still drop into the data center whenever they need and shake hands with an Immedion team they know by name. Their prospective clients want to know where their data is going, and after partnering with Immedion, FusionPoint can confidently boast that their critical and sensitive data will be hosted in an enterprise-level data center that provides maximum security, compliance and uptime.