



Immedion Protects Mission-Critical Data and Systems

Home Telecom has a unique, multi-faceted relationship with this provider

Immedion was the first dedicated data center and managed services provider in South Carolina and continues its leadership role today. The company operates four, fully redundant data center facilities which are geographically diverse. This diversity enables Immedion to meet the needs of businesses across the Southeast and provide uptime for critical technology beyond the capabilities of any single data center location.

Home Telecom currently provides WAN connectivity to the Immedion Data Center in North Charleston. Home Telecom has been an investor in Immedion since 2010. Using Home Telecom's fully redundant switches and fiber optic facilities, Immedion (and ultimately Home Telecom as an investor) has the ability to offer collocation, cloud computing and managed services of data backup, server management, and network security to its customers. These solutions provide businesses in this area with the benefits of an enterprise-class computing environment without the upfront costs associated with expanding or building their own. For more information on Immedion services, visit www.Immedion.com.

Multiple Roles, Multiple Partnerships

Ravi Sastry, VP Sales & Marketing at Immedion, notes, "Immedion has a great relationship with Home Telecom, from the CEO to the IT department to the sales team. The relationship is very unique in that Home is an investor, a business partner, a potential customer, and a supplier of highly reliable network services."

Immedion also contracts with multiple telecommunications providers and partners with select companies to offer specialized managed services such as complex network security consulting, design, and implementation. By collaborating with organizations, Immedion has

the resources to safeguard its customers' mission-critical data, systems, and applications, keeping them secure and always accessible.

Poised for Growth

What's in the plans for Immedion in the year ahead? Sastry responds, "Enhancements in 2012—including the new facility in North Charleston, the expansion of the Greenville and Asheville data centers, and the expansion and enhancement of Immedion's Cloud platform—leave us well-positioned for customer growth in 2013. We will also continue to grow and improve our product set, especially in the areas of security and cloud computing, to keep our existing and new customers up to date with the ever changing technology landscape."

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— RAVI SASTRY, VP SALES & MARKETING, IMMEDIION

