

Colocation & Interconnection Case Study: **Transport Network**

Neutral Path Communications instinctively turned to Cologix's densely connected Minneapolis data center to enable new paths of connectivity in the Midwest

Neutral Path is a wholesale transport company with an underground backbone network that spans more than 1,300 route miles and more than 110,000 fiber miles between key aggregation points across the Midwest. The company uses the highest quality connections to exceed network deployment and performance requirements of customers and end-users, which include fiber, wireless and broadband providers, as well as enterprise network operators, and mission critical power generation and transport providers.

As Neutral Path progressed the build of its high count fiber optic network between Omaha, Nebraska; Denver, Colorado and Minneapolis, Minnesota, the company set its sights on the 511 Building for its main termination point in Minneapolis. Widely known as the most connected building in the Upper Midwest, Neutral Path sought the most interconnected data center provider within the carrier hotel, finding Cologix's Minneapolis data centers fit the bill to connect Neutral Path's backbone network to the 511 Building's all-encompassing carrier reach.



“The Cologix Minneapolis data center is the **focal point of interconnection** in the upper Midwest. **It's all about connectivity and Cologix has it.** By colocating with Cologix, Neutral Path has direct access to more than 70 unique carriers, a broad set of potential customers as well as the core node of the Midwest Internet Cooperative Exchange (MICE).”

– Neutral Path Co-Founder & Chief Strategy Officer Tony Frentz

Requirements & Challenges

- Critical Minneapolis data center endpoint to connect the Midwest with new network services
- Infrastructure support for high-count, low loss, efficient fiber route
- Dense network access to directly connect to as many network paths & customers as possible

Solution

- Access to 70+ unique carriers plus direct interconnectivity to a vast number of potential prospects
- New, cost-effective, efficient dark fiber route into the 511 Building
- Straightforward, local service
- Network neutral provider for unfettered connectivity options

Where Networks Connect

US: Columbus | Dallas | Jacksonville | Lakeland | Minneapolis
Canada: Montreal | Toronto | Vancouver

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“Minneapolis is one of the fastest growing interconnect markets in the country. The network in Chicago is already overbuilt; the opportunities are now in Tier 2 and Tier 3 markets where we are seeing strong demand. Content is moving closer to the edge eyeballs, and that’s where the Neutral Path fiber route plays an important role. We bring high-speed content delivery closer to the end-user, with Neutral Path’s low-cost transport providing access to all of those resources to bring costs down along the path.”

– Neutral Path Co-Founder & Chief Technology Officer Jay Hanke

Results:

From the beginning, Neutral Path saw Cologix as the main interconnection hub in the Minneapolis area. Cologix helped facilitate Neutral Path’s entrance into the 511 Building with its preexisting conduit network, as Neutral Path terminates 432 fibers in Cologix’s MMR to gain:

It’s All About Connectivity

Throughout their experiences, the Neutral Path team finds that it’s easier to buy from one company than from multiple providers to get to one location. As such, the company built its business as a single source solution. Cologix offers this advantage, enabling Neutral Path to connect to 70+ unique network carriers – all through Cologix’s MMR. In fact, Neutral Path targeted the 511 Building as the most connected building and the primary carrier hotel in Minnesota, with the majority of interconnectivity leading to Cologix’s MMR in the building. Cologix also helped Neutral Path breakthrough challenges related to industry consolidation that has limited paths into the 511 Building to offer customers an alternative high-capacity access option for a straightforward connection to 1,300 direct route miles. While other providers restrict fiber access to their own services, Neutral Path customers ranging from regional carriers to enterprises gain a much wider connectivity reach through a single provider without having to build out their own network.

New Transport Options Out West

Alongside Neutral Path’s new lit service, lit product transport, Ethernet and wavelength offerings (in 1, 10 and 100 GB options), the company provides high-capacity access all the way from Denver and Omaha to Minneapolis. This is a crucial development for the Upper Midwest, as there aren’t many options for transporting west out of Minneapolis. The majority of Internet traffic heads east to Chicago before embarking west. This gives Minneapolis players real, high-count direct connectivity options to both Omaha and Denver – a leap forward for the region.

Top Midwest Peering Exchange

On top of the massive connectivity Neutral Path enables on its own network, the company is also connected to Internet exchanges in each of its major markets, including Denver, Omaha and Minneapolis. Cologix’s data center is home to the core node of the Midwest Internet Cooperative Exchange (MICE), which will link to the other exchanges via Neutral Path’s network. The company’s carrier neutral transport network opens a lot of alternative peering opportunities by rapidly expanding the geographic reach of the exchange communities to increase Internet performance, reduce costs, boost efficiencies and lower latency.

Relationships Matter

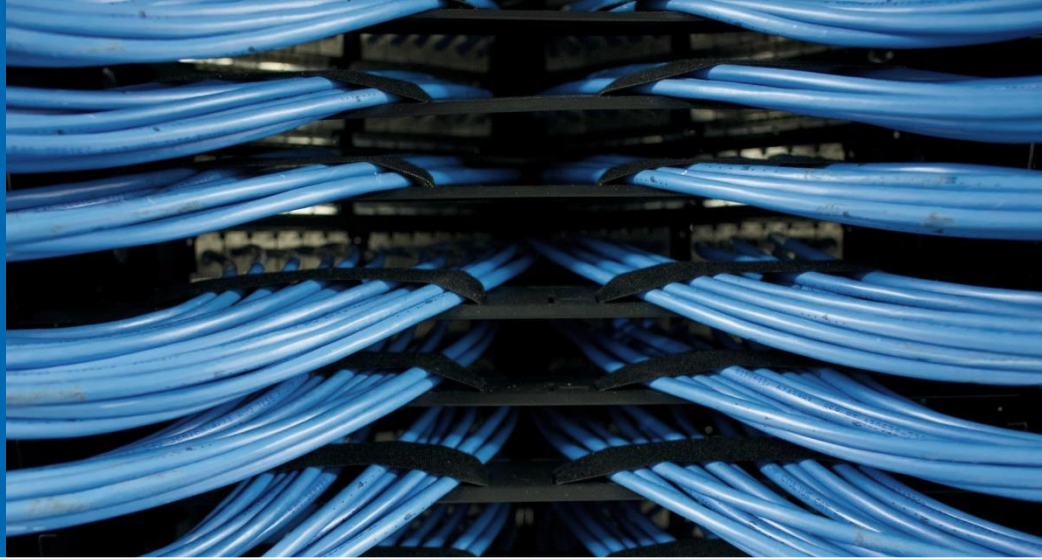
Besides the 70+ network connections Cologix facilitates, the company also gives Neutral Path leverage through a number of personal contacts. The Cologix team knows many of the companies interconnecting in the 511 Building and surrounding areas personally to provide Neutral Path with a business development boost. Based on these long-term relationships, Cologix and Neutral Path collaborate to resolve any challenges and fulfill customer demand. At the end of the day, Neutral Path’s business is based on customers needing to utilize its fiber. With Cologix’s established telecom and IT relationships, Neutral Path can connect to local demand.





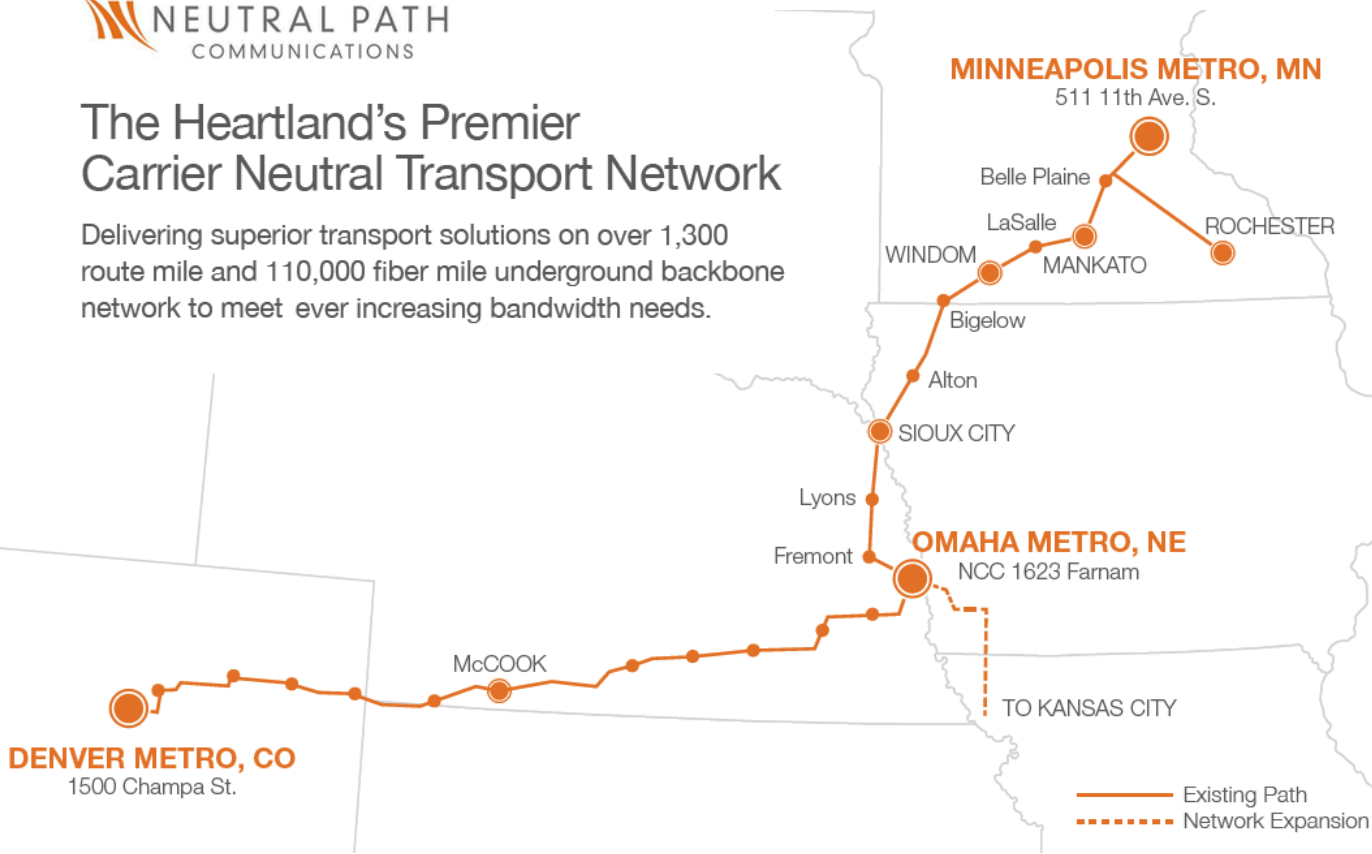
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The Heartland's Premier Carrier Neutral Transport Network

Delivering superior transport solutions on over 1,300 route mile and 110,000 fiber mile underground backbone network to meet ever increasing bandwidth needs.



About Neutral Path

Neutral Path Communications delivers carrier neutral transport solutions, including high-capacity dark fiber, low latency wavelengths, Ethernet, carrier hotel, cross connect and related services to local, national, and global broadband providers and enterprise network operators. Neutral Path's underground backbone network spans over 1,300 route miles and over 110,000 fiber miles between key aggregation points Denver, Omaha and Minneapolis. With relentless focus on route mile efficiency, minimal splice loss and low latency fiber, Neutral Path consistently meets and exceeds the network performance requirements of our customers and end-users, which include: regional fiber transport and transit providers, Tier 1 wireless service providers, local service providers, enterprise business networks, datacenter operators, government network operators and mission critical power generation and transport providers.