



IRON MOUNTAIN FUELS DATA CENTER BUSINESS WITH CLOUD-READY NETWORK

Summary

Company:

Iron Mountain Incorporated

Industry:

Web Services

Business Challenges:

Build high-performance, scalable, cloud-ready network foundation to support fast-growing data center business serving highly regulated industries

Technology Solution:

- MX480 and MX960 5G Universal Routing Platforms
- EX4200 Ethernet Switch
- SRX220 and SRX1500 Services Gateways

Business Results:

- Built a high-performance, highly resilient data center network to meet customers' exacting demands for service
- Created an agile foundation for the introduction of new revenue-generating services
- Simplified network operations

Miles below ground in a former iron mine. A cavern. Secure, compliant, highly resilient—those are data centers, Iron Mountain style. Iron Mountain's data center services are highly secure and compliant with a broad range of government and industry regulations, making its services attractive to government agencies, healthcare, financial services, and other highly regulated industries. With \$3.9 billion in revenue in 2017, the company serves 225,000 organizations, including 95 percent of the Fortune 1000, storing and protecting valuable digital and paper assets.

Business Challenge

Iron Mountain serves some of the world's most demanding customers, and its data center requirements are among the most stringent. Its data center business is growing rapidly, and the company is building new facilities as well as acquiring data centers to meet the customer opportunity. Delivering the speed and agility its clients expect, along with the security and compliance they require, demands an innovative, mission-critical network.

Technology Solution

Iron Mountain uses Juniper's cloud-grade network solutions in its data centers in Boyers, Pennsylvania, Boston, Pittsburgh, and Kansas City. Juniper's heritage running some of the world's most sophisticated networks in the world was critical to satisfying Iron Mountain's network performance, resiliency, security, and agility requirements.

"We needed a robust, resilient network that was easily scalable," says Don Davis, director of technology, data centers at Iron Mountain. "With a Juniper network, we have the flexibility of expanding services as we see fit."

Iron Mountain uses the Juniper Networks® MX960 5G Universal Routing Platform and the MX480 5G Universal Routing Platform for its IP/MPLS backbone and data center core. The network also provides on-net access to Tier 1 carriers and direct connections to major content providers. The MX Series Universal Routing Platforms deliver industry-leading system capacity, density, and performance, and they enable service agility, always-on reliability, and a wide set of network services.

"Juniper's support is a testament to the company. We appreciate the ability to reach out to Juniper and get the appropriate level of support regardless of the severity."

Don Davis, Director of Technology, Data Centers, Iron Mountain

Running full-mesh Layer 2 VPN over the MPLS network allows Iron Mountain to build a private, secure, and flexible multitenant data center service. Customers' networks are strictly separated, and they retain complete control over their routing. Customers can connect at a range of access speeds, from 10 Mbps to 10 Gbps.

“Juniper is not here to sell me a new shiny box. Juniper provides the expertise and insight to help us build a better network.”

- Don Davis, Director of Technology, Data Centers, Iron Mountain

Iron Mountain uses the Juniper Networks EX4200 Ethernet Switch for top-of-rack switching. Juniper's Virtual Chassis technology allows up to 10 EX4200 switches to be interconnected over a 128 Gbps backplane and managed as a single device, delivering a scalable solution for a growing environment. “With Juniper, we can easily expand our switching,” says Davis.

Juniper Networks SRX1500 Services Gateway and SRX220 Services Gateway provide secure connectivity to customer sites and Iron Mountain offices. As a high-performance security appliance, SRX Series Services Gateways make it easier for the network operations team to detect intrusions, enforce policies, and proactively mitigate threats. “The SRX Series firewalls were a lot easier to use and configure than other firewalls we've used,” says Davis.

Having Juniper Networks Junos® operating system power Juniper's physical and virtual networking and security is also an advantage. That consistency simplifies everyday network operations for the Iron Mountain team. The team also plans on taking advantage of Junos OS automation to streamline network operations and ensure operational efficiency.

Business Results

Iron Mountain simplified the complexities of data center networks to fuel its growth. “Our business is growing to serve the exacting requirements of hyperscale cloud providers, highly regulated industries, and Federal agencies,” says Mark Jobson, director of product marketing, data centers at Iron Mountain. “The ability to scale efficiently and effectively is very important, and Juniper supports our goals of delivering performance, reliability, and scalability.”

Beyond the innovative technology, Davis has appreciated Juniper's customer-first culture. For instance, Iron Mountain conducted its proof-of-concept testing in Juniper's Northern Virginia lab. “Juniper opened its arms to us,” says Davis. “Access to the lab resources has proven invaluable.”

Customer service continued beyond the sale. “Juniper's support is a testament to the company,” he says. “We appreciate the ability to reach out to Juniper and get the appropriate level of support regardless of the severity. We get the same level of attention for an outage as for a question on configuration.”

Next Steps

“We work with Juniper as consultative partners,” says Davis. “Juniper is not here to sell me a new shiny box. Juniper provides the expertise and insight to help us build a better network.”

Customer demand for Iron Mountain's data center offerings has been strong, drawing customers in highly regulated industries. With a strong network foundation for its data center services, it can continue to accelerate the growth of new business opportunities.



For More Information

To find out more about Juniper Networks products and solutions, please visit www.juniper.net.

About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

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