

# North Atlantic Networks Gets Business Done With ColoMachine

Learn how one network services provider enhanced its business support infrastructure with ColoMachine.



CM50B Servers

North Atlantic Networks ([www.naii.net](http://www.naii.net)) is a facilities-based carrier headquartered in Mansfield, Massachusetts providing service to all of New England and metropolitan New York. North Atlantic Networks prides itself on its ability to offer reliable, flexible Enterprise class business services from hosting and Internet connectivity to collocation and managed SONET solutions.

As a growing company, North Atlantic Networks realized there were key business issues that needed to be addressed with new technology. First, they needed servers capable of working as internal e-mail servers to handle high volume email. Among its many services for small to medium businesses, the company

provides a variety of email services, including enterprise accounts and email backup/spooling, making it critical for them to have the right technology in place to support their offerings.

Second, the company wanted to set up a disaster recovery infrastructure to replicate core business systems on servers in one location to another for operational redundancy.

Burke Anderson, President and CEO of North Atlantic Networks and his team sought a vendor that could provide the needed functionality for all of these purposes. They reviewed larger vendors, such as Hewlett Packard and Compaq, but found the cost to be prohibitive. "We needed to find a cost effective alternative that still met our functional requirements," said Anderson.

North Atlantic Networks also evaluated potential vendors based on whether or not the server could save valuable space and whether or not it was upgradeable and

**Business Problem:**

- Needed servers capable of handling high volume email
- Disaster recovery infrastructure

**Solution:**

- 40 ColoMachine CM50B servers

**Cost:**  
\$399 each

expandable to meet their growing business demands. Ultimately, they selected ColoMachine's CM50B servers. The company purchased a total of 40 servers to meet their business needs.

According to Anderson, they liked that the product met their budgetary requirements, was a quality product and was scalable. Additionally, the company liked that they could build memory into the server themselves once they received it. "ColoMachine is no-nonsense," said Anderson. "They are down to business, knowledgeable and get it done."

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***Burke Anderson***

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The CM50B features a single 1.3Ghz Intel® Celeron® processor, Integrated MSI 6368-140 Micro-ATX motherboard and up to 256MB - 1GB PC133 memory capacity. It also is compatible with Windows 2000 SP3 / XP (Professional & Server), RedHat Linux 7.3, 8.0 and FreeBSD 4.7 & 5.0. North Atlantic Networks has some Solaris (UNIX) functionality

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that the boxes can support and compatibility to Server 2003.

ColoMachine's CM50B server's typical applications are as an ISP/ASP Web Server, E-Mail, News or DNS Server, Internet

Cache Server or Gateway Monitoring Unit. This worked well for North Atlantic Networks as the enterprise messaging aspect of the company's product offering was impacting their core infrastructure buildout as it related to optimizing space and functionality within specific cost guidelines.

Delivery of the system was fast and easy. North Atlantic Networks implemented the servers over several months through the use of internal resources. To date, the servers have performed as expected and have allowed the company to achieve its objectives.

“We will continue to use this low cost solution to build and expand the reliability of our network and the services we offer,” said Anderson.

For more information on the ColoMachine CM50B, go to:

<http://www.colomachine.com/Colomachine-50B.htm>