



Quest Provides Infrastructure for Yellow Circle Student Computer Lab

“We built a technology playground for kids,” says Navneet Grewal as he describes Yellow Circle, the nonprofit he founded with several friends where kids can let their imaginations loose without worry about messing up the family computer.

The story of Yellow Circle (YellowCircle.net) begins in the summer of 2014, when Navneet’s son and his friends expressed frustration about their inability to explore the technology concepts they’d been learning in school.

Too many restrictions

While many schools provide students access to computer labs, this access comes with lots of restrictions.

“Many high school computer labs are high quality,” notes Navneet, “but don’t permit anything to be installed or removed. Yet innovation happens when people can tinker with things.”

Buying access to a computer lab was not an option, though. “Students,” says Navneet, “can’t afford access to either a physical or virtual computer lab.”

Beginning in a garage

Initially, Navneet, an IT professional himself, built a small computer lab in his garage with spare equipment, making it remotely accessible via the internet. Over the summer, word spread beyond the neighborhood, and soon nearly 200 kids were on board.

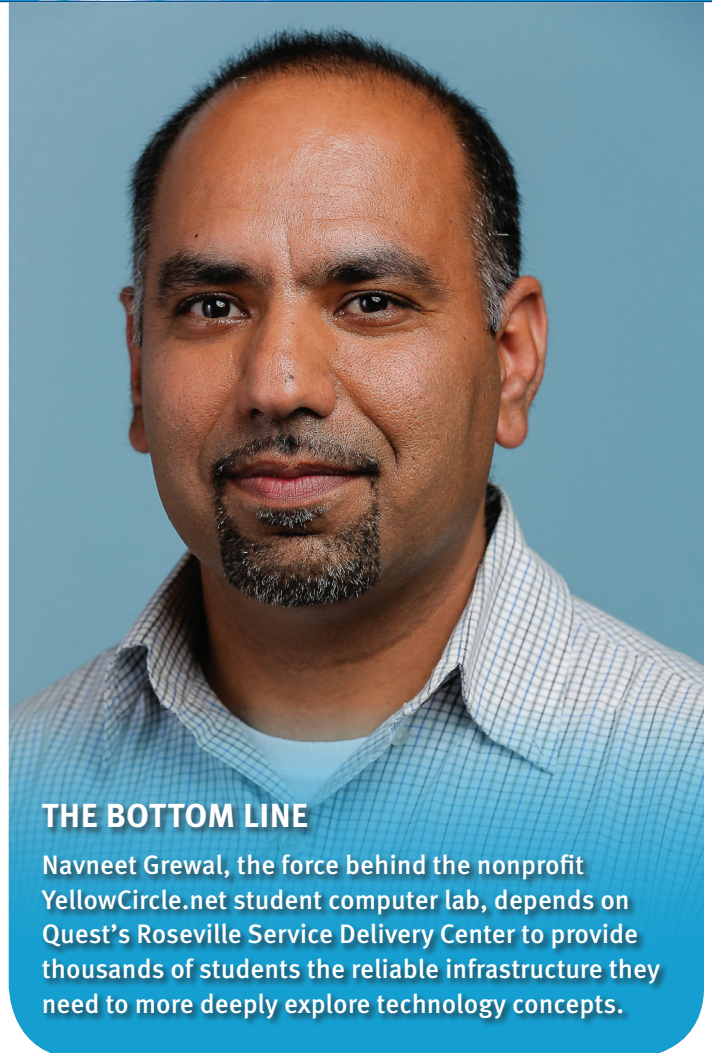
By September, Navneet and eight friends had pitched in to start Yellow Circle. In six months, donations and sponsorships made the project self-sustaining. Most gratifying has been the growth in active users, which has reached 2,000.

According to Navneet, acquiring equipment has been made easier by the continuing generosity of business partners. Finding the right place to host Yellow Circle’s burgeoning student user base, however, proved more of a challenge.

The lunch that changed everything

“The data center we were using didn’t meet our needs,” Navneet recalls. “Its overall infrastructure wasn’t very

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THE BOTTOM LINE

Navneet Grewal, the force behind the nonprofit YellowCircle.net student computer lab, depends on Quest’s Roseville Service Delivery Center to provide thousands of students the reliable infrastructure they need to more deeply explore technology concepts.

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FROM TIM BURKE...

Beyond the Co-lo Checklist: Tech Services — or Landlord?

Thinking about renting space in a co-location facility?

I suggest you visit any site you're considering with the usual due-diligence checklist that addresses matters of security, compliance, environmental risks, power redundancy, and networking capabilities.

This checklist will get you only so far, however. You'll need to keep a couple of other co-location considerations front-of-mind, too.

First, who owns the co-lo site you're considering? If it's a real estate investment trust (REIT), this may impact how the co-lo site operates.

After all, REIT profits come from real estate — in this case, renting rack space — rather than providing technology services. At minimum, you'll need to know the parties represented in your contract. A co-lo outfit operating on the REIT's property? The REIT itself? What happens if, say, the REIT's facility rather than the co-lo provider is responsible for a costly power outage?

By contrast, co-lo data centers owned and operated by experienced technology services providers act as much more than landlords, since they're committed to fielding cutting-edge data center environments supported by a deep technical and business expertise that enables them to take full responsibility for what they provide.

So here's the second co-lo consideration to keep front-of-mind: even if you don't currently anticipate needing anything more than rented rack space, you may someday be glad for a tech-savvy co-lo provider able to also offer round-the-clock monitoring, remote hands, and the ability to deliver cloud integration or managed services whenever you need them.



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Quest provides student lab infrastructure (continued from page 1)

business focused or commercialized, and it was not designed to handle the uptime or redundancy we needed. Worse, power was always an issue, with regularly occurring outages."

All that changed after a lunch with Quest Vice President of Sales Adam Burke.

"Adam was very enthusiastic about what we were trying to do," recalls Navneet. "We'd been told Quest was a community-oriented company, but we were surprised that within a week, Adam had secured a commitment from Quest to provide us with a cabinet and internet service in their data center."

“It’s very satisfying to know Quest is watching out for us.”

Roseville — not just any data center

"We got to tour Quest's Roseville Service Delivery Center and were really impressed," says Navneet. "I've seen many data centers in my career, and this one is truly a state-of-the-art facility. The security is compelling. People are on site twenty-four seven, always ready to help. And power is never an issue."

According to Navneet, Adam and the Quest team continue to be very supportive of Yellow Circle's mission.

"For example, if a server dies in the middle of night, Quest always provides us with support and will have their technician help us. I get a report every month, and if they notice something happening in our cabinet that doesn't look right, they get in touch with us. They are so proactive. It's very satisfying to know Quest is watching out for us."

Helping students imagine the future

In less than four years, more than 65,000 students from over 180 countries ranging in age from middle to graduate school have made use of the Yellow Circle platform. Hundreds of volunteers provide support, including tutorials.

"We see Yellow Circle as a social good," says Navneet.

"That's why we made it a nonprofit. The possibilities are endless. And we're committed to adding new platforms and applications for students to explore."

Without support from sponsors like Quest, however, Yellow Circle's success would not be possible.

"We're very grateful for all the help we've received," says Navneet. "And we hope other organizations will be inspired to support YellowCircle.net's efforts to help students imagine the future."

Quest's Co-location Capabilities:

Cutting Edge Availability and Security Anytime, Anywhere

Quest's flexible, customizable Co-location Services, delivered across our global network of Service Delivery Centers (SDCs), enable you to significantly reduce data center expense and hassle by locating your systems in a shared space incorporating many data center necessities.

Quest's co-location-ready SDCs provide efficient, reliable 24 x 7 power for your systems and the precisely conditioned space where they reside. And because our highly trained experts provide 24 x 7 oversight, you can improve your data center's technical performance.



Support services, including 24 x 7 monitoring and remote hands, are available. And if you need another co-location site, Quest can build one in the geography you seek.

Cloud, managed services, and more
Quest can also custom-integrate your co-located data center with any of our

many Tier 3 and Tier 4 high-availability cloud, managed services, network security, and other capabilities — then wrap it all into a single QuestFlex® Service Level Agreement.

Quest co-location (SDC) specs:

- **Operating certification:** SSAE16;
- **Access hours:** 24 x 7 x 365;
- **Quest staff hours:** 24 x 7 x 365;
- **Data center/room security:** reader pad, key pad, bio, two-factor authentication, configurable on access doors/cabinets;
- **Physical security:** integrated access control, video monitoring, private security;
- **Video surveillance:** all entrances, all data center aisles, all equipment rooms, 35-day storage of IP video;
- **Data service provider count:** 8;
- **Data service types:** analog, T1, PRI, DS3, T3, Sonet, OptiMAN, GigaMAN, DecaMAN;
- **Power backup run time:** 36 to 52 hours, hot refuelable;
- **Power backup exercise plan:** bi-weekly;
- **Power redundancy:** distributed redundant, two 100% rated separated power grids; and
- **UPS run time:** 20 to 30 minutes, autostart.

DID-YOU-KNOW?

Research shows workload shifts between co-lo and cloud

Knowing why enterprises shift IT workloads between public clouds and co-location environments* may help you decide how to best deploy these important infrastructure options.

Six reasons* drive those who move apps from public clouds to co-location sites:

- › Public cloud latency/performance issues (47%);
- › Co-location costs less than a public cloud (45%);
- › Monthly costs are more predictable (39%);
- › Concerns about security risks (37%);
- › Apps changed between test/development and production (34%); and
- › Regulatory requirements (13%).

Four reasons* dominate for those moving apps from co-location to public cloud environments:

- › Public cloud costs are lower than co-location costs (cited by 63% of those queried);
- › Functionality increases with cloud software (59%);
- › Capacity requirements are unpredictable or fluctuating (39%); and
- › Backup options are enhanced (32%).

This [451 Research study*](#) shows co-lo to cloud movement occurring somewhat more than cloud to co-lo — 62% versus 41%. But the bi-directional movement is significant and may explain why 82% of those queried say it's either very or somewhat important that their cloud services be hosted in the same data center as their co-located IT infrastructure equipment.

* <https://blog.schneider-electric.com/co-location/2018/03/20/hybrid-it-strategies-colocation-third-party-providers/>

What's New...

Quest Managed IT Services, Technical Capabilities Excellence Recognized — Again

Quest recently received two awards from CRN®, a Channel Company brand offering news and analysis for VARs and technology integrators.



The 2018 MSP 500 Elite 150

Once again, CRN has named Quest to its 2018 Managed Service Provider (MSP) 500 list in the Elite 150 category, which honors North American solution providers with the most cutting-edge approaches to delivering managed services.

The MSP 500 list's Elite 150 category to which Quest has been named recognizes the best of the large, data center-focused MSPs that provide a strong mix of on-premises and off-premises services.

"Companies on CRN's 2018 MSP 500 list stand out for their innovative services, excellence in adapting to customers' needs, and ability to help businesses get the most out of their IT investments," says Bob Skelley, CEO of The Channel Company.

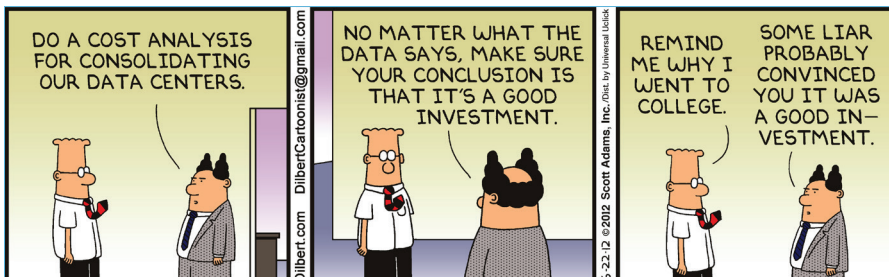


The 2018 Tech Elite 250

CRN has also named Quest to its 2018 Tech Elite 250 list, again making Quest one of a highly exclusive group of North American IT solution providers to have earned the highest number of advanced technical certifications from leading technology suppliers.

The Tech Elite 250 companies, notes The Channel Company's Skelley, "have distinguished themselves with multiple, top-level IT certifications, specializations, and partner program designations from the industry's most prestigious technology providers."

Investing in technical certifications, says Quest CEO Tim Burke, "prepares us to best serve our clients in an ever-evolving industry. We seek to continually improve our offerings, grow the expertise of our Professional and Managed Services teams, and meet our customers' demand for multi-location connections and scalable managed service options while always boosting performance, security, and reliability. That's why Quest's on-premises, cloud, and hybrid alternatives enable us to provide top-notch customized technology solutions around the clock, and around the world."



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QUEST PLAYBOOK

What we offer:
<https://www.questsys.com/ePlaybook>

QUEST ASSESSMENT SERVICES

Test drive our services, evaluate our expertise.

For a complete listing, go to: <https://www.questsys.com/assessment-services.aspx>

Disaster Recovery Workshop

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Cloud Workshop

<https://www.questsys.com/cloud-assessment/>

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