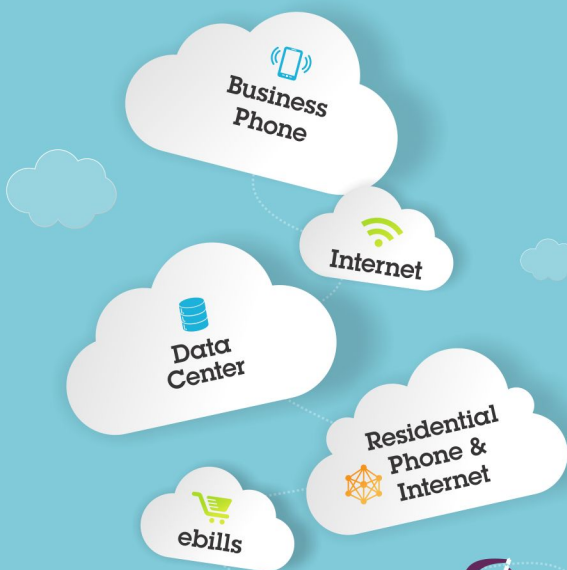




## OXFORD NETWORKS

### Reaps The Results Of A Cloud Environment

Oxford Networks is constantly evolving to respond to their customers' IT needs.



Becoming a managed service provider was the next step in their business development, but they needed to deploy a cloud environment in their datacenter to be successful.

With IBM® hardware and software, the cloud wasn't an obstacle, but in fact fuel for the growth of their managed services.



Oxford was able to...

Turn the cloud into a sustainable business model in just **18 months**

Expand the datacenter size from **1,200 sq.ft.** to more than **7,000 sq.ft.** And it's still growing!



With a datacenter built on IBM technology, "We're perfectly positioned to transform our clients' organizations."  
 - Alan Marblestone,  
 Director of product management

Is your company poised for growth?  
 Learn more about this case here:  
<http://ibm.biz/OxfordNetworksCaseStudy>

