

helped to strengthen its market position and expand its cloud business. While

Cbeyond wanted to help ensure that the vendor it selected would be able to provide a comprehensive cloud solution, from the network and security to compute and storage capabilities. In addition, support for Microsoft Hyper-V release 2 and the availability of resources to assist throughout the project were critical factors as well.

Solution

Cisco Services conducted the POC, which included validating Cbeyond's proposed service platform design, verifying that various network element combinations were interoperable, and testing for performance and scalability.

After the three vendors were evaluated, Cbeyond determined that Cisco could most

