// when transparency matters.

Next-generation connectivity management

Future-proof your business with an adaptive, easily configurable platform

Optimize performance and efficiency

Comprehensive information at your fingertips

Single point of contact options for your tenants

Colo Connect³

Next-Generation Tools for MTDCs: Raise Revenue And Customer Satisfaction

Business is booming in the colocation market, but competition is fierce and customer expectations are growing. Position yourself for success by using tools that enable you to offer additional and new services to your tenants. With the right tools you'll be better able to differentiate in a competitive market, increase customer satisfaction, find new revenue streams and operate more cost-effectively.

FNT's Colo Connect³ solution components offer three powerful channels to help you optimize performance and raise customer satisfaction as well as revenue:

CONNECT CUSTOMERS

Enable colo tenants to manage their outsourced IT and use of colocation space.

Customers have an increasing demand for transparency. FNT's Colo Customer Portal is a secure online tool designed for colos to give their customers information about their use of resources. It's a one-stop shop for tenants to actively manage their assets in the colocation environment, to optimize their use of colocation space and to speed up orders and processes.

CONNECT DATA

Respond quickly to information needs of your customers.

In today's digital world, it can be overwhelming for colo customers to keep track of all the components in their leased space. FNT helps you make it easier for them by providing the reports and dashboards they need to regain control over their distributed assets. FNT's solution allows you to automatically unify data from multiple sources, sites and technologies – without the need for costly customizations.

CONNECT SERVICES

Gain transparency across the network to give tenants high-quality connections they need to run their businesses.

Colos that can connect their customers with fast and reliable network connections will be the ones that succeed. FNT's software supports these connections and provides a comprehensive documentation of heterogenous technologies. The software-based colo connectivity solution optimizes processes and improves the daily work of network operations through automated work orders which avoid manual rework.
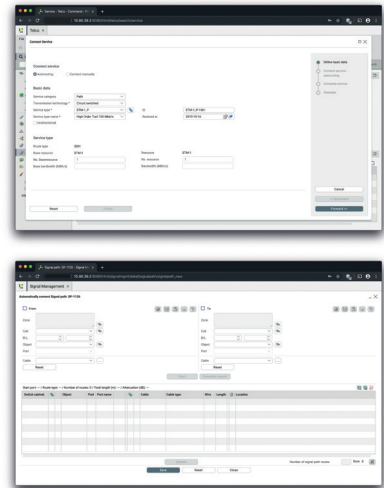
CONNECT CUSTOMERS

Sample tenant information view for rack location and asset management option in FNT Tenant Portal framework.

CONNECT DATA
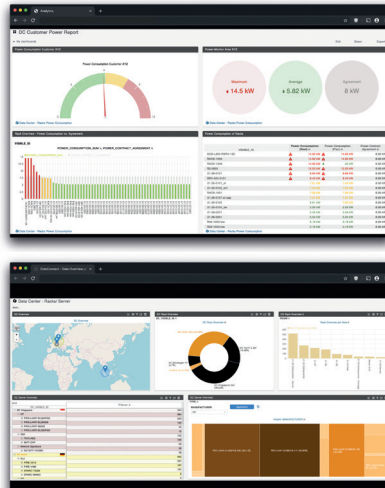
Sample dashboards and reports for MTDC providers and tenant views in FNT Analytics.

CONNECT SERVICES

Auto-routing features for cross-connects and services of FNT Command.

Major Benefits for colocation providers

INCREASE CUSTOMER SATISFACTION

Tenants favor a multi-supplier approach but are loyal to their primary provider. We'll help you secure your place in the top spot.

FIND NEW REVENUE STREAMS

Upgrade your infrastructure to enable a broader portfolio of service offerings, specifically connectivity and customer-centric services.

STAND OUT IN A CROWDED MARKET

Meet changing demands for value-added expanded services. All things being equal, the ability to accommodate new requirements will tip the scale in your favor when customers are comparing options.

OPERATE MORE COST-EFFECTIVELY

Cost is one of the primary factors that drive price-sensitive tenants to shift workloads into colocation. Using software to automate service delivery and infrastructure management lowers costs significantly.

Learn more about FNT's solutions for colocation providers

Visit our website:
www.fntsoftware.com/data-centers

Watch our feature videos:
www.fntsoftware.com/industry/
data-centers/connectivity

About FNT Software

Powerful, reliable and flexible infrastructures are the basis for all digital business processes and applications, especially those supporting Smart Cities, Industry 4.0 or 5G. With FNT's integrated software solutions, organizations can record, document and manage complex and heterogeneous IT, telecommunications and data centre infrastructures from the physical level all the way up the stack to business services. FNT stores this information in a manufacturer independent, uniform data model. In this way, FNT provides the necessary transparency and tools to plan and manage the IT, data center and telecommunications landscape more easily, to eliminate faults faster, to optimize synchronization of resources and requirements and to automate delivery of new digital services. Over 500 companies and public authorities worldwide rely on FNT, including more than half of the DAX30-listed corporations. FNT is headquartered in Ellwangen (Jagst) and has offices in the USA (Parsippany, New Jersey), Singapore, Dubai and Russia (Moscow). FNT offers its software in numerous countries through partnerships with market-leading IT service providers and system integrators.