

## YouSendIt Success Story

### Organization

YouSendIt

### Industry

Cloud-based  
collaboration services

### Business Need

Custom hosting, storage and global Internet connectivity

### Internap Solution

Managed hosting service, scalable storage solution and global Performance IP™ connectivity leveraging patented Managed Internet Route Optimizer™ (MIRO) technology

### Results

- Saved on overall storage costs compared to previous provider.
- Increased scalability to rapidly grow with its exponentially expanding customer base.
- Added flexibility to deployment platforms and increased speed so customers can instantly connect and receive files.

“With Internap, we have the necessary control over our Infrastructure and the ability to quickly scale that Infrastructure as our business grows. This flexibility is backed by the performance and high reliability that our users demand.”

Paul Massie  
YouSendIt  
Senior Director of  
Operations and IT



**YOUSENDIT™**

### Customer Overview

YouSendIt, Inc. is the leading provider of extended enterprise collaboration services, with millions of registered users in 193 countries across 98 percent of the Fortune 500. The company's online services span from simple file sharing to a comprehensive content collaboration suite of services that allow users across an entire organization to securely share content, sign documents, and access files from any mobile device or PC. Workstream by YouSendIt™, the company's flagship enterprise content collaboration offering, allows professionals to collaborate on content with users both inside and outside their organization while providing IT with centralized security policy and administrative controls to manage the flow of work across the entire extended enterprise. Headquartered in Campbell, CA, YouSendIt is a privately held company backed by venture capital firms Adams Street Partners, Alloy Ventures, Emergence Capital Partners, Sevin Rosen Funds and Sigma Partners.

### Business Challenge

YouSendIt had been using Internap's IP connectivity for several years when the company began plans to expand its suite of integrated tools for sending, sharing and signing business content online. Part of the company's strategy included expanding its European market. At the time, YouSendIt was using another well-known storage and connectivity provider in Europe, but the company sought a more flexible, customized and tailored solution. YouSendIt needed a new partner that could provide a total package: cost-effective storage with the ability to expand quickly, backed by a highly reliable network and top-of-the-line technical support.

### Solution Requirements

YouSendIt was looking for an established storage Infrastructure to support the company's growth into the European market. The flexible, cost-effective, highly-scalable storage solution needed to support YouSendIt's new cloud collaboration service by allowing the company to massively scale upward as more users come online.

“We chose Internap because of its unique ability to offer the complete, holistic IT Infrastructure package that we were looking for, which balances flexibility, superior support and cost effectiveness.”

Paul Massie  
YouSendIt Senior Director of Operations and IT

Contact us to learn how Internap can solve your IT challenges by enabling you to focus on your core business, improve service levels and lower the cost of IT operations.

877.843.7627 | [contactsales@internap.com](mailto:contactsales@internap.com) | [www.internap.com](http://www.internap.com)

### Solution Benefits

After researching and meeting with several providers, YouSendIt chose Internap's Managed Hosting services and scalable storage solution, based at its London facility, in addition to global Performance IP connectivity. YouSendIt was attracted to Internap's holistic package of flexibility and cost-effective solutions. Since partnering with Internap for managed hosting, scalable storage and Internet connectivity, YouSendIt has experienced many benefits including:

|                                   |  |
|-----------------------------------|--|
| <b>Cost-Effectiveness</b>         | YouSendIt quickly found that Internap's storage solution cost less than the same solution from its previous provider.  |
| <b>Flexibility</b>                | YouSendIt requires more control over its servers than most other service providers. Internap has not only been flexible with giving YouSendIt control over its servers and operating systems, but also has responded quickly when the company requires upgrades or other system changes.   |
| <b>24/7 Live Customer Support</b> | YouSendIt has been impressed with Internap's technical support team members, who treat the company's own IT staff members as partners. This "relationship of equals" has allowed YouSendIt to quickly and easily resolve questions.  |
| <b>Speed</b>                      | Internap's patented MIRO technology offers route optimization, while its Performance IP dynamically optimizes data transmission. The two technologies work seamlessly within Internap's worldwide IP network to provide the most powerful solution for total optimization, which ensures that YouSendIt's customers can connect instantly with the company from anywhere in the world. |
| <b>Security</b>                   | YouSendIt's equipment is protected 24/7 at Internap's secure colocation facilities, which feature digital video cameras, onsite security staff, electronic key cards and biometric scanners.   |
| <b>Scalability</b>                | Internap's colocation facilities allow YouSendIt to ramp up power requirements and performance as needed, without ever increasing the company's data center footprint.   |
| <b>Reliability</b>                | Thanks to Internap's industry-leading SLA, which supports 100% uptime while maximizing network performance, availability and reliability, YouSendIt can rest assured that its network is always running.   |

### Bottom Line

YouSendIt initially established a relationship with Internap for IP connectivity and consulting services. Since that time the alliance has grown both domestically and internationally to include managed hosting. With the massive growth in collaborative applications, YouSendIt again chose Internap as its provider for a cloud collaboration service that offers integrated tools for sending, sharing and signing documents online. Now thanks to flexible unlimited storage in partnership with Internap, YouSendIt can reach its 30 million registered users today and expand to future customers tomorrow.

### Why Internap?

Transform your IT Infrastructure into a competitive advantage with IT IQ from Internap, intelligent IT Infrastructure solutions that combine unmatched performance and platform flexibility. Our unique trio of route-optimized enterprise IP, TCP acceleration and a global content delivery network improves website performance and delivers superior end-user experiences. Our scalable colocation, managed hosting, private cloud, public cloud and hybrid offerings provide enterprises the flexibility to adapt to changing business needs and future-proof their IT Infrastructure. Since 1996, thousands of companies have entrusted Internap with the protection and delivery of their online applications.

Contact us to learn how Internap can solve your IT challenges by enabling you to focus on your core business, improve service levels and lower the cost of IT operations.

877.843.7627 | [contactsales@internap.com](mailto:contactsales@internap.com) | [www.internap.com](http://www.internap.com)