

## INDUSTRY:

Life Sciences

## CHALLENGE:

A software provider seeks the right data center provider to bring its new SaaS offering to market

## SOLUTION:

Iron Mountain Data Centers colocation services

## VALUE:

- Ability to satisfy the 80% of clients who requested a SaaS (Software as a Service) option
- Highly secure infrastructure built in accordance with stringent industry standards to protect critical data
- Scalable environment, with no added expense for capacity that SOLABS does not need
- Allow SOLABS to extend new products to a broader range of companies



## CASE STUDY:

### SOLABS

## SATISFYING CLIENT NEEDS WITH SAAS

As an Enterprise Quality Management software (eQMS) provider, SOLABS helps organizations in the life sciences industry improve operational efficiency and maintain compliance with Federal Drug Administration (FDA) regulations. Its software allows companies to manage all quality processes in one single user interface.

Since its research and development team works closely with customers on product enhancements and new product development, SOLABS was quick to respond when 80 percent of the company's clients requested a hosted solution.

"Our customers entrust us to protect their electronic records, and we take that extremely seriously," explains CEO Philippe Gaudreau. "We are constantly innovating and making sure our software is up to date by staying on top of the ever-changing industry regulations. We don't just provide a technology—we provide a service for our clients."

With such a philosophy, it's only natural that SOLABS wants its customers to have peace of mind knowing where their data is being stored. So upon determining that colocation was the best solution, SOLABS knew it needed a secure, compliant and credible data center partner—one that offered services beyond just space and power—to bring its new SaaS to market.

## CHOOSING THE OPTIMAL ENVIRONMENT

SOLABS went through a rigorous process of reviewing the optimal data center environment. Said Gaudreau, "We wanted a cloud platform that allows us to provide a 24/7 SaaS offering and options to our on-premise clients such as constant monitoring, remote test environments, offsite backup and disaster recovery programs." After evaluating several colocation providers, the company selected Iron Mountain based on its proven track record of protecting customer information in secure and compliant facilities. With its highly secure data center colocation, built in accordance with the most stringent regulatory standards, Iron Mountain met SOLABS' most challenging requirements.

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- Philippe Gaudreau  
SOLABS CEO

Another selling point for SOLABS was the flexible and scalable data center environment, with an easy-to-understand pricing model that didn't require any wasted expense for unnecessary capacity. In addition to a full portfolio of services and 24/7 support—delivered by full-time, employed technicians who are well trained in following proven and compliant procedures—Iron Mountain also provides comprehensive solutions for backup and recovery, as well as an infrastructure that aligns with SOLABS' business continuity requirements.

Now SOLABS can not only meet its existing clients' requests for a SaaS offering but also extend this new product to a broader range of companies. By partnering with Iron Mountain, SOLABS is able to focus on product innovation and business development while knowing its application is in the right hands.

"Iron Mountain is a well-known and a trusted storage and information management company that already provides services to many of our life sciences clients. This was a natural fit for us. By partnering with Iron Mountain, we will move closer to our vision of 'feeling local' for every client, no matter where the SOLABS QM software resides."

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### ABOUT IRON MOUNTAIN

Iron Mountain Incorporated (NYSE: IRM), founded in 1951, is the global leader for storage and information management services. Trusted by more than 220,000 organizations around the world, and with a real estate network of more than 85 million square feet across more than 1,400 facilities in over 50 countries, Iron Mountain stores and protects billions of valued assets, including critical business information, highly sensitive data, and cultural and historical artifacts. Providing solutions that include **information management**, **digital transformation**, **secure storage**, **secure destruction**, as well as **data centers**, **cloud services** and **art storage and logistics**, Iron Mountain helps customers lower cost and risk, comply with regulations, recover from disaster, and enable a more digital way of working. Visit [www.ironmountain.com](http://www.ironmountain.com) for more information.

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