

Supporting Atcore's expansion with resilient colocation services

Salute partnered with Atcore, a leading travel technology provider, to identify and assess secure, high-availability colocation options for its German market expansion, ensuring future-proof resilience and



Project data

-  **Deployment location:** Germany
-  **Deployment type:** Colocation assessment and tendering
-  **Scope:** Facility identification, tender management, technical and operational assessment

Our customer's business priority

- Expand into Germany with secure, reliable infrastructure
- Ensure high availability and connectivity for critical platforms
- Make informed decisions on colocation partners and private cloud deployment

Problems our customer faced

- Need for resilient primary and disaster recovery facilities
- Complex evaluation of infrastructure, connectivity, and service capabilities
- Requirement for thorough technical and commercial due diligence

Solutions provided by Salute

- Identified and assessed colocation options for primary and disaster recovery
- Managed tendering process and supplier engagement
- Reviewed technical and commercial submissions to shortlist providers
- Conducted detailed facility and operational assessments

Business Impact

- **Informed decision-making for market expansion**
enabling selection of colocation partners that meet current and future operational needs
- **Future-ready infrastructure**
ensuring resilience, high availability, and secure connectivity for Atcore's platforms