



EQUINIX

Equinix Managed Solutions

HighPoint Technology Group simplifies operations and reduces costs significantly

Migrating to Equinix Managed Private Cloud (MPC) enables managed services providers to improve cost-effectiveness and boost customer privacy

Case Study





HighPoint Technology Group is a managed services provider delivering a wide range of solutions, including IT infrastructure management, cybersecurity, networking and more. Until 2024, it provided these services by operating its own infrastructure to develop and deploy solutions tailored to each client.

By making the move to Equinix MPC, the company has streamlined operations, achieved time and cost savings, and strengthened its market position.

Challenge

HighPoint Technology Group relied on self-managed servers using VMware Cloud Foundation to host its solutions. One of the key challenges it faced was the need to monitor and manage physical servers. This increased the strain on HighPoint Technology Group's team, reducing the time that technicians could dedicate to support customers. Additionally, the cost of purchasing and maintaining physical hardware, combined with VMware licensing fees, made the strategy suboptimal from a cost perspective. This was especially true after HighPoint Technology Group's VMware licensing costs increased by 400% after Broadcom acquired VMware in 2024.

Solution

HighPoint Technology Group worked with Equinix to design and implement an MPC environment tailored to its needs.

Six-node single-tenant environment

MPC includes six distinct nodes, making it easy to segment workloads between physical servers.

Integrated licensing

As a Broadcom Pinnacle Partner, Equinix provides VMware Cloud Foundation licenses as part of the MPC offering, eliminating the need to purchase separate licenses.

Fully managed infrastructure

Equinix fully manages the data center space and physical servers that now power HighPoint Technology Group's solutions.

Customer-controlled routing

While the environment can harness Equinix Fabric® to boost network connections to external resources like Microsoft Azure, HighPoint Technology Group retains full control over routing. This guarantees flexibility and privacy.



Benefits

By migrating from self-managed infrastructure to MPC, HighPoint Technology Group has made remarkable advancements in optimizing operations, resources and costs.

Streamlined operations and infrastructure

The company can focus on building and deploying client solutions with VMware Cloud Foundation, without the distraction of managing the underlying infrastructure. Migrating to MPC is estimated to save about 50% of the time spent by staff on infrastructure maintenance.

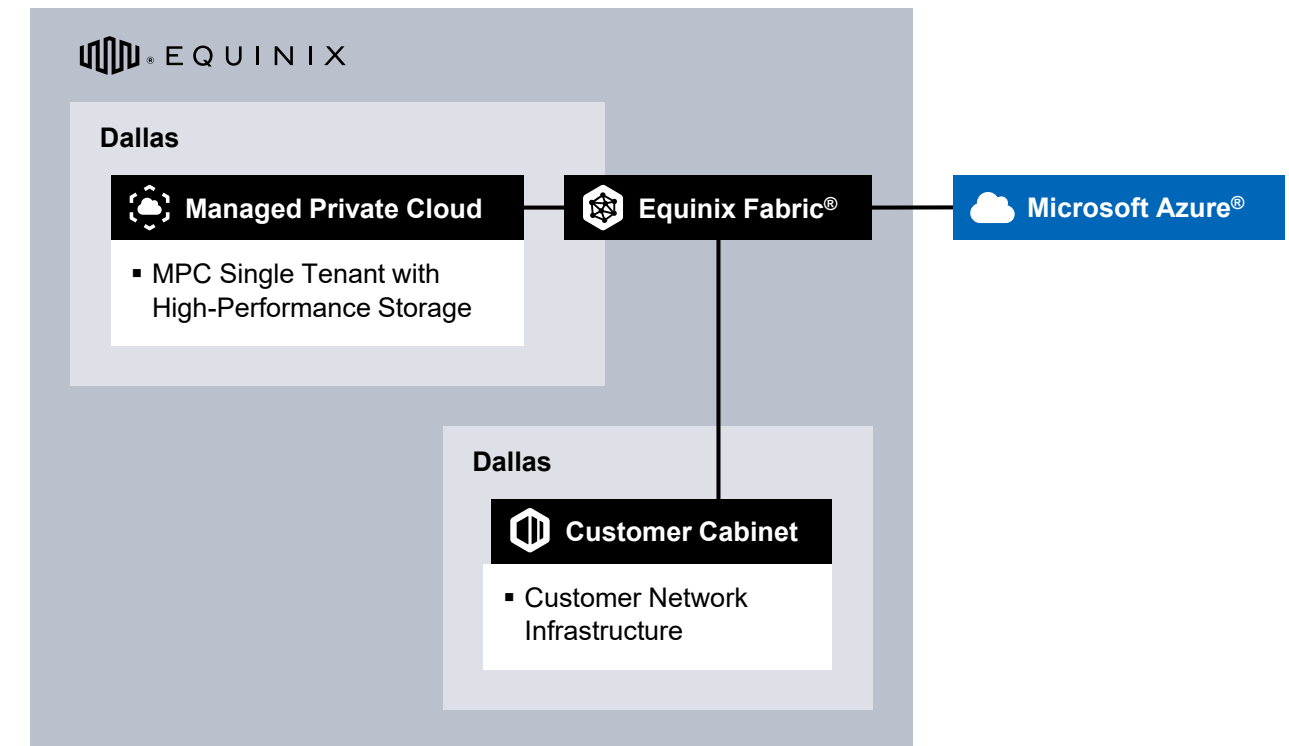
Cost efficiency

HighPoint Technology Group no longer needs to bear the cost of purchasing physical hardware or managing hardware refresh cycles. With the integrated Broadcom product licensing as part of MPC, HighPoint Technology Group also benefits from lower software costs than it paid when licensing VMware solutions from Broadcom directly. The company's three-year contract helps provide cost predictability and stability.

Stronger market position

With MPC, HighPoint Technology Group decreased about two-thirds of its infrastructure deployment and management costs. Backed by these savings, it can offer services at more competitive price points, enhancing its capabilities for business growth.

How HighPoint Technology Group deployed Equinix Managed Private Cloud



Results

Rapid deployment

HighPoint Technology Group gained design and implementation guidance to migrate to the MPC environment in only three months.

Lower costs

Integrated VMware Cloud Foundation licensing and simplified operations enable the delivery of managed services at about one-third of HighPoint Technology Group's previous infrastructure spend.

Predictable costs and stability

The company secured a straightforward pricing model based on server compute and memory capacity, without network egress or disproportionate overage charges.

Strict client privacy

With complete control over network routing and segmenting of customer workloads between servers, HighPoint Technology Group can maintain an exceptional degree of customer privacy and security.

Scalability

HighPoint Technology Group can effectively serve its expanding customer base through the ability to easily add nodes and storage capacity to the MPC environment.

Public cloud integration

High-performance hybrid cloud services are delivered using Equinix Fabric, integrating workloads in private cloud environments with other resources hosted in public clouds.

“Due to the Broadcom cost increase, we would not have been profitable without switching to Equinix Managed Private Cloud. In addition, the new solution takes the burden off my staff, saves us a lot of headache and shortens our time to market by half. The partnership with Equinix opened up so many options to us, saved us a ton of money and dramatically boosted our flexibility.”

Steve Guistwite, CEO, HighPoint Technology Group

Solution components

Equinix Managed Private Cloud

This Infrastructure as a Service (IaaS) offering delivered by Equinix Managed Solutions allows customers to purchase computing resources hosted in an Equinix data center, enabling multicloud and hybrid cloud solutions.

Equinix Fabric

With this advanced, software-defined interconnection service, customers can connect directly, securely and dynamically to distributed infrastructure and digital ecosystems through a single port.

About HighPoint Technology Group

For over 25 years, HighPoint Technology Group has been helping customers maximize their investment in technology. It does this by becoming a trusted adviser and a service provider clients can truly rely on. The company has been built on an ethos that centers around its customers and its people. A core set of values enables it to build long-term relationships with customers and deliver success across everything it does.

[GoHighPoint.com](https://www.GoHighPoint.com)

About Equinix

Equinix, Inc. (Nasdaq: EQIX) shortens the path to boundless connectivity anywhere in the world. Its digital infrastructure, data center footprint and interconnected ecosystems empower innovations that enhance our work, life and planet. Equinix connects economies, countries, organizations and communities, delivering seamless digital experiences and cutting-edge AI—quickly, efficiently and everywhere.

[Equinix.com](https://www.Equinix.com)

Ready to get started?

Find out how Equinix Managed Private Cloud can simplify your business operations, reduce costs and provide unmatched control and flexibility.

Contact us

Drive your future forward with Equinix

Equinix provides the accessible, scalable, secure digital infrastructure that shapes your success. Our data center footprint and unmatched global ecosystem bring you to the forefront of innovation—and closer to your goals. With interconnection-rich solutions built for speed and scale, we shorten the path to boundless connectivity, anywhere in the world.

