



# Pinja drives scalable SaaS delivery with Managed Private Cloud

Global software provider fast-tracks innovation  
with private IaaS on Platform Equinix®

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Case Study





Pinja, a growing SaaS provider based in Europe, expands capacity to address new customer requirements with a secure, high-performance managed private IaaS solution from Equinix Managed Solutions.

## Challenge

Pinja needed to increase its infrastructure capacity to support a growing SaaS business. Already serving customers in 30+ countries, the company wanted to scale its capacity on a platform that would support future growth, emphasize sustainability and enable it to facilitate its customers' digital transformations. With a high-performance, cost-effective managed private cloud solution paired with virtual interconnection to the public cloud, Pinja can achieve its mission to be a digital partner to customers, enabling innovation and growth.

## Solution

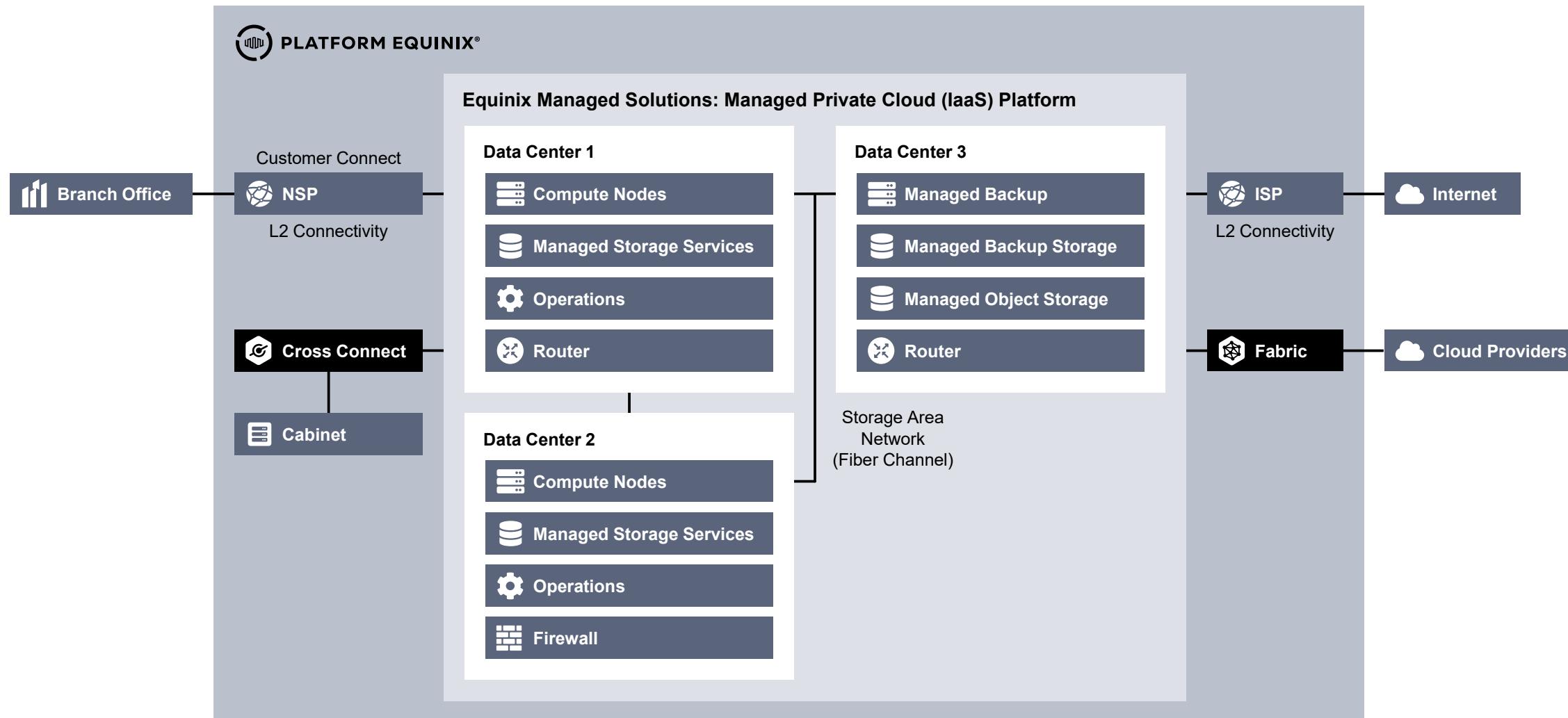
### Managed IaaS for capacity expansion

Pinja chose a managed IaaS platform with server virtualization from Equinix. It includes two production sites with private compute, storage and networking, as well as managed backups in a third data center for high resiliency. This private IaaS leverages Equinix Fabric® virtual interconnection to the public cloud. As a managed solution, the hybrid cloud architecture on Platform Equinix eliminates costly investments in hardware and reduces operational complexity—making it easier for Pinja to expand capacity for its customers.

### A trusted partner for the future

In Equinix, Pinja not only found a managed solution to support its capacity needs, but it also found a true partner that can scale the solution globally, enabling the company's continued expansion and future opportunities. On Platform Equinix, Pinja has access to a cloud adjacent infrastructure that offers the opportunity to access major clouds and deploy digital services like Equinix Fabric on a flexible, vendor-neutral platform.

# Managed Private Cloud (IaaS) on Platform Equinix



# Benefits

Pinja delivers industrial digitalization SaaS solutions internationally. As its customers undergo their own digital transformations, Pinja serves as a digital partner and thus needs reliable, high-performance private infrastructure that can scale according to its business needs.

## Scalable, high-performance private infrastructure

The private IaaS solution from Equinix provides the capacity that Pinja needs now—as well as room to grow in the future with modular service options on a neutral cloud platform.

## Simplified infrastructure management

With a managed IaaS solution, Pinja's teams are free to focus on innovation and the transformation of its business, while Equinix focuses on delivering secure operational excellence.

## Flexible, virtual interconnection to the cloud

Equinix Fabric enables secure, software-defined interconnection to the public cloud, supporting Pinja's hybrid cloud strategy and allowing the flexibility to place workloads in the right places seamlessly.

## Easy consumption and fast time-to-market

As a comprehensive managed solution, Pinja's private IaaS can easily be replicated in other locations and deployed quickly without up-front infrastructure investments.

## Built-in disaster recovery

With its three-site solution, Pinja can ensure business continuity and fast recovery time in the event of an unexpected outage.

## The Platform Equinix advantage

Platform Equinix gives Pinja an opportunity to grow with Equinix, taking advantage of digital services as well as the Equinix ecosystem of clouds, network providers and other partners.

**“Our partnership with Equinix helps us focus more on developing our customers’ business-critical applications, information management solutions, information security and customer service. We’re thrilled to work with Equinix and see what we can achieve together.”**

Pekka Nurminen, CIO, Pinja

# Results

## Cost efficiency

High-performance, cost-efficient hybrid cloud infrastructure

## Security

Dedicated, private infrastructure with ISO security certifications to protect sensitive data

## Scalability

Room to grow regionally and globally with the Equinix footprint of 260+ data centers

## Sustainability

100% renewable energy coverage in EMEA and 96% globally

## Business continuity

Built-in redundancy to ensure a 24/7 operational state

# Solution components

## Equinix Managed Solutions

An enterprise-grade, high-performance Infrastructure as a Service solution with server virtualization, maintenance and 24/7 monitoring, interconnected with a high-bandwidth storage area network

## Equinix data centers

The world's most expansive, secure data center platform committed to sustainability

## Equinix Fabric

Connects digital infrastructure and services on demand via secure, software-defined interconnection

## Equinix Cross Connect

Creates a point-to-point cable link between customers and business partners or service providers in the same Equinix data center

## About Pinja

Pinja is a partner for industrial supply chain and production digitalization, knowledge-based management and artificial intelligence. Their customers are industrial and digital society organizations that want to use software, AI and new business models faster and more efficiently than the competition. By improving their customers' efficiency, they make the world more sustainable byte by byte. With the help of Pinja software and AI, customers have achieved 10–50% savings in material efficiency, reduced inventories by 30%, and optimized production and supply chain in a whole new way.

[Pinja.com](https://www.pinja.com)

## About Equinix

Equinix (Nasdaq: EQIX) is the world's digital infrastructure company®. Digital leaders harness Equinix's trusted platform to bring together and interconnect foundational infrastructure at software speed. Equinix enables organizations to access all the right places, partners and possibilities to scale with agility, speed the launch of digital services, deliver world-class experiences and multiply their value, while supporting their sustainability goals.

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

## Learn more

For more on how Equinix Managed Solutions can free your team to create, innovate and transform the future of your business, contact an Equinix account manager.

[Contact us](#)

## Drive your future forward on Platform Equinix®

Platform Equinix is where digital businesses bring together all the right places, partners and possibilities to create the digital infrastructure they need to succeed. It's the trusted foundation for digital infrastructure, enabling businesses to innovate and create value through our digital ecosystem of tools, technologies and capabilities from the most valuable partners and communities in the world.

