Case Study

Securing Data Center Capacity in a Constrained Market

STRATOSPHERE NETWORKS

Client & Challenge

- Chicago-based data analytics & warehousing firm
- Urgent need for **new data center capacity**
- **< 60-day deployment requirement**
- AI-driven demand created **severe supply constraints**

Market Reality

- Most Chicago data centers **sold out of space and power**
- Providers **withdrew proposals mid-process**
- High risk of **missing business-critical deadlines**

Our Approach

- Identified **available data centers in 1–2 days**
- Delivered **pricing and viable options immediately**
- Scheduled **site tours within 1 week**
- Managed all vendor coordination

Results

- **Deployment completed in under 60 days**
- **Flawless installation** with required capacity
- Avoided delays despite market shortages
- Supporting **global expansion (Europe & India)**

Business Impact

- Protected critical growth timelines
- Eliminated weeks of vendor back-and-forth
- Reduced internal workload
- Enabled scalable infrastructure strategy

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