

CITY OF INDEPENDENCE

# Involta



**Independence is a magnet to technology companies seeking access to fiber infrastructure.** Case in point: Involta, which builds, owns and operates world-class, concurrently maintainable colocation data centers in secondary markets across the U.S.

#### IDEAL LOCATION FOR MULTI-TENANT DATA CENTER

When a prospective Involta anchor tenant expressed an interest in occupying significant space in Greater Cleveland, Involta sought the right location for a high-security 25,000 square foot data center. Ideally, the site would be networked through a fiber ring with Involta's world-class enterprise facility in Akron, 30 miles away, to allow for 1 millisecond round trip transfers of data or less between the two locations.

#### INDEPENDENCE ASSETS SUPPORT BUSINESS DEVELOPMENT

The City had recently invested in the installation of conduit throughout its business districts to enable more reliable access to fiber-based

*Independence wanted us to succeed. Independence is attractive to technology companies because access to fiber infrastructure is critical to us. The City's investment in fiber infrastructure puts them on the map. But it's much more than that. It really starts with city leadership – they don't just send you forms to fill out in triplicate. They want you to do well because your success is their success. They tell prospective businesses: "We're going to communicate with you directly; we're going to figure out at the outset how to make this work for you."*

*Bruce Lehrman, Founder and CEO, Involta*

broadband. This made Independence a prime candidate for the new facility, combined with other attributes:

- Reasonable proximity to Involta's Akron enterprise facility
- Access to a robust regional workforce
- Significant public infrastructure

#### CITY HELPS INVOLTA FURTHER SUCCEED

Independence's additional efforts to attract Involta were consequential, including:

- A job-based economic incentive
- A 10-year lease allowing the company to utilize space in the city-owned conduit network.

These offerings reduced the company's start-up costs and solidified Involta's decision to construct the data center in Independence.



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