

# Keeping the supply chain rolling

Customer story



Enstructure utilizes colocation to unify IT operations across 17 ports to broaden cargo delivery options for customers.



## Flexential solution portfolio



Colocation

## Flexential partnership highlights

- Highly scalable colocation supports growth trajectory
- Unified IT infrastructure improves ROI
- Redundant infrastructure ensures 100% uptime

## Quick facts about Enstructure

- Premier North American port terminals and logistics company
- Focused on the U.S. Eastern Seaboard and the Mississippi River
- Trucking division operates 150+ trucks
- Headquartered outside of Boston, MA and in New York City

## The history

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Founded in 2016, [Enstructure](#) owns and operates 17 port terminals along the East Coast, Gulf Coast and Inland River System of the U.S. Its integrated network of dry, liquid, and breakbulk terminals and trucking division offers full-service logistics solutions to some of the world's largest energy, agriculture, food, manufacturing, construction and public safety companies.



“Our growth strategy allows our customers to build a single relationship with us that they can leverage across a growing number of ports to ensure products are delivered where and when they need to go.”

**Eric Kierstead**  
Chief Technology Officer  
Enstructure

## The challenge

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### Acquisitions require a consolidated IT infrastructure to improve cost structure

Enstructure is a high-growth business focused on acquiring small port terminals and integrating them into its expanding portfolio. This strategy left the terminal and logistics operator with a fragmented IT infrastructure, as each of the acquired terminals operated its own on-premise servers. To integrate and support the operations of its existing 17 terminals, Enstructure wanted a centralized colocation solution that could seamlessly scale to accommodate future growth and deliver the security and availability the larger organization required.

## The solution

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### Colocation unifies disparate systems

Enstructure opted to use Flexential colocation services based on the recommendation of the parent company of a recent acquisition. Working closely with Flexential, Enstructure migrated its servers to a cabinet at the Flexential 35,000+ square-foot Jacksonville, FL facility.

The scalability of the Jacksonville facility allows Enstructure to seamlessly expand its infrastructure to support increasing demand. Additionally, Flexential's redundant environment offers N+1 power and cooling and a 100% power and network uptime SLA to ensure Enstructure's environment is always available to support its customers' logistical needs. This availability is strengthened by Flexential premium connectivity options. Its industry-leading 100-gigabit network backbone scales to 400 gigabits per second (Gbps) and offers Layer 2 access to 80 on-net carriers.

Flexential secure facilities also protect Enstructure's servers and data. With 24/7/365 monitoring, dual-factor authentication, biometric scanners, 4-zone security access, and monitored security cameras and intercom system, Flexential helps ensure only authorized personnel have access to the data center.

## The results

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### World-class colocation supports continued growth to offer more options for product suppliers

Enstructure's consolidated IT environment offers a more cost-effective solution for the company.

"We've already experienced some cost savings, and we still have some on-premise applications and servers that are on the roadmap to bring to Flexential," said Eric Kierstead, chief technology officer at Enstructure. "The more assets we can put in the centralized location, the better our ROI will be."

Flexential's team of data center experts also allows Enstructure to dedicate more time to strategic IT initiatives that continue to build its business and improve the customer experience. This deployment is particularly key as it positions Enstructure to continue its organic and acquisition-based growth strategy.

Enstructure's organic growth has recently accelerated in response to the delays at the Port of Los Angeles. Rather than waiting weeks to dock in the West Coast port, many vessels are now using Enstructure's Eastern Seaboard terminals to unload their cargo. This increased volume could continue even after the

Port of Los Angeles returns to normal operations as much of this cargo is destined for the East Coast. Enstructure's East Coast locations allow organizations to position their products closer to their final destinations, while avoiding unnecessary delays.

Flexential will continue to support Enstructure's needs as it continues to grow its business and provide its customers with more terminal locations.



"Flexential colocation supports our growth strategy by allowing us to integrate our acquisitions into a single, high-performing IT environment."

**Eric Kierstead**  
Chief Technology Officer  
Enstructure

"The best testament of our satisfaction is that we want to expand our use of the Flexential data center," said Kierstead. "Flexential is well-equipped and works well, which allows us to provide our customers with a more seamless experience."