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vXchnge Partners with TechLAB Innovation Center to Accelerate and Empower Next-Generation Cloud Services Companies

Partnership includes access to all vXchnge data center locations

SANTA CLARA, CA – October 28, 2014– [vXchnge](#), a carrier-neutral colocation services provider dedicated to improving the business performance of its customers, today announced its partnership with [TechLAB Innovation Center](#), a Silicon Valley-based, full circle ecosystem committed to helping cutting-edge technology start-ups across the globe accelerate their businesses, preparing them for growth, including acquisition and IPO.

Through TechLAB's selective program, targeting businesses in the IT (software and hardware), telecom, wireless, and healthcare IT industries, companies are mentored and nurtured by a team of veteran technology investors and entrepreneurs, including Sara Rauchwerger and [Henry Wong and Bill Reichert, of Garage Technology Ventures](#). Participating companies are provided the networking opportunities and environment to build its business, find the right resources, and seek out customers and partnerships locally and globally.

"Between TechLAB's deep experience in guiding start-ups and vXchnge's on-demand capacities, which enable new technology companies with speed-to-market, scalable infrastructure, and experienced site technicians, young companies are able to meet their market growth demands," said Ernest Sampera, Chief Marketing Officer of vXchnge. "As TechLAB continues to accelerate technology companies, vXchnge's infrastructure supports these businesses as their 'Lego' mat for incubation," he added.

Through its strategic partnership, companies working with TechLAB gain access to vXchnge's network of carrier-neutral data center facilities, ensuring agility, flexibility, and the quality of performance and high-touch service required by today's fast-moving companies. TechLAB's strategic location within vXchnge's Santa Clara facility in Silicon Valley, the world's leading hub for high-technology innovation and development, provides companies with uniquely convenient access to their business applications and ultra-fast reliable connectivity.

"With its robust marketplace of networks and content providers, vXchnge enables our clients to incubate within one strategic ecosystem, gradually making the necessary connections to deploy their business applications nationally," said Sara Rauchwerger, Founder and Partner of TechLAB Innovation Center. "Together, vXchnge and TechLAB have built an environment that will support the needs of start-ups from partners such as One Step Cloud, a Hybrid Cloud Solution Platform, that will meet the business needs of today, and manage their rapid growth and business acceleration for tomorrow."

vXchnge takes a new approach to colocation services by providing businesses with their own flexible, reliable, scalable data center within its state-of-the-art infrastructure. Companies within vXchnge facilities are guaranteed the power, performance, and world-class support at a lower cost of ownership and improved time to market, in a non-competitive environment, enabling companies to leverage a diverse marketplace to build business relationships for revenue-generating opportunities.

To learn more about vXchnge, visit www.vxchnge.com.

About vXchnge

vXchnge is a carrier-neutral colocation services provider that helps improve the business performance of its customers. vXchnge's state-of-the-art data center facilities are supported by unmatched operational and service support, enabling rapid business growth at an overall lower total cost of operations. Currently in eight critical markets, vXchnge is expanding its data center footprint to 15 additional markets throughout the country to tackle the "distance to customer" or "localization" issues cloud and service providers are currently facing. As the former executive team of Switch and Data, vXchnge's leadership team is comprised of



performance-driven experts with a combined 150+ years of experience, Bell Systems disciplines, and the extensive knowledge base needed to operate state-of-the-art data centers. For more information, visit www.vxchnge.com, or connect with vXchnge on [Twitter](#) and [LinkedIn](#).