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CASE STUDY SERIES

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Dovos Media Distributes Content Via Datacate's Enterprise-class Internet

Dovos Media: Concept Development | Video Production | Post Production

In This Edition -

Datacate's VP Ed LaFrance speaks with Stephen Kristoff of Dovos Media, an award winning video production studio based in the Sacramento area. Ed and Stephen discuss how Dovos Media utilizes Datacate's enterprise-class Internet service to manage and deliver professional media content.

Stephen Kristoff, co-owner of Dovos Media

Welcome, and thank you for reading Datacate's case study series! In each edition, we speak with a Datacate client to learn about their business, and how they utilize technology solutions from Datacate to solve problems and deliver services to their clients.

In this case study, Ed LaFrance speaks with Stephen Kristoff of Dovos Media. Ed and Stephen discuss how Dovos utilizes Datacate's high-speed, redundant Internet connectivity to manage and deliver high-quality media content.

Ed: Tell us a bit about you. What is your role at Dovos Media?

Stephen: I co-own Dovos Media LLC with my wife. We're an award-winning video production and aerial cinematography company specializing in digital and broadcast commercial content. We're based in Folsom but have clients around the globe. I oversee the production process from concept to post-production to the final deliverable. My wife runs the distribution side around digital and social marketing campaigns, webpage development, and metrics for our tourism and event marketing clients.

What is Dovos Media's market opportunity - what products and services do you offer to your clients?

Stephen: We specialize in marketing, promotional and educational videos for mid to large-scale organizations. We're able to combine highly-skilled media production capabilities with digital distribution services, which gives us an edge. Most providers our size specialize in one or the other. This makes for more effective service, whether for tourism, event marketing, or a product we're helping to sell.

Ed: Datacate provides your company with colocation. What role does that play in your operations?

Stephen: Datacate's high-speed Internet allows our team and clients to access media files quickly. Whether it's sharing media for the local news or our internal team working on projects, the internet speed and reliability are something we couldn't get at our office, especially the upload speeds. Video files are data-heavy, so Datacate's service allows us to work more efficiently in a virtual environment.

Ed: What are the specific needs and challenges that Dovos Media has for its colocation? What are the critical factors?

Stephen: The essential need for us is upload speed; that was crucial. Reviewing and previewing files in our media library that we set up at Datacate was something we first tried doing by hosting them at our local office, but the infrastructure isn't there. It kept crashing. We haven't had those issues since setting up at Datacate.

Ed: How does Datacate uniquely address Dovos Media's technology needs?

Stephen: The reliable upload and download speed for our server helped meet our technology needs.

Ed: For how long has Dovos Media been using Datacate for colocation?

Stephen: 2 Years.

Ed: What has been your overall experience with Datacate as Dovos Media's colocation provider?

Stephen: The overall experience has been great: friendly, helpful staff, around-the-clock access, and accommodations for our unique set-up have been a relief. You feel like you have a partner who cares about your success instead of just paying for a cabinet with the Internet.

Ed: How would you rate the quality of service and support that Dovos Media receives from Datacate?

Stephen: The quality of the service is excellent, we couldn't be happier, and we are looking to grow our system with Datacate.

Ed: How would you rate the overall value of the service that Dovos Media receives from Datacate?

Stephen: Without Datacate, it would not have been possible to scale our post-production team, so their services have been invaluable.

Ed: How has Datacate's performance compared with other colocation vendors that Dovos Media has used?

Stephen: Datacate's service is our first experience with colocation.

Ed: What kind of end-user experience feedback does Dovos Media get from its clients regarding the services that it delivers via Datacate's colocation?

Stephen: Our internal team of editors loves the performance of our media library. It's like having our own customizable Google Drive, and that's because of Datacate.

Ed: Would you / have you recommended Datacate's services to colleagues and associates?

Stephen: I would recommend using Datacate, especially if you're a startup that needs to expand operations. They make the process easy and provide an intuitive dashboard to measure bandwidth. The internet is commercial-grade with built-in redundancy. It's the perfect place for a small media production company like ourselves to build our infrastructure and grow our business.

For more information about Dovos Media's services:

DOVOSMEDIA

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