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AVOIDING DATA DISASTER - They've got your back: Rockland company to open its fifth data backup center

By STEVE ADAMS
The Patriot Ledger

ROCKLAND - The rapidly rising demand for data backup and disaster recovery services is helping a Rockland-based data company grow.

ColoSpace, a company that emerged from the breakup of a small Cohasset-based Internet provider, will start operations at its fifth data center on Hingham Street in Rockland in the former AAA Southern New England offices on March 1.

The 10,000-square-foot center will provide data backup and disaster recovery service for clients that include the Boston Celtics, venture capital firm Atlas Ventures and Fishnet NewMedia, a Web-hosting provider in Bourne.

Surveys of clients indicated there was a strong demand for a data center in the suburbs that wouldn't require them to deal with Boston traffic, Chief Executive Wayne Sawchuk said.

Sawchuk's son, Aaron, founded Dream Communications in the 1990s as a 17-year-old high school student, using \$200,000 in start-up money from his father.

At its peak, the company had 5,000 subscribers. It also provided Web hosting services and high-speed Internet service for businesses over traditional phone lines.

But with rising competition from broadband and DSL providers, the Sawchuks realized their business model needed to change. They sold the Internet and Web-hosting segments of the business and turned their focus to data backup, investing more than \$1 million of the proceeds from the sale in the new venture. Aaron Sawchuk, now 25, serves as ColoSpace's chief information officer.

ColoSpace's other data centers are located in Manchester, N.H., Marlboro, Quincy and Somerville. Each office has a staff of five.

ColoSpace invested \$1 million in renovating the former AAA offices, and about 20 percent of the new center's capacity is leased by clients.

Designed to keep big companies' information systems operating during a disaster, the center stores data on backup servers and allows users to log in to access them remotely. ColoSpace's systems tap into a high-capacity fiber-optic line installed by utility company National Grid in 2001 and is backed up by Verizon fiber optic-lines. ColoSpace also offers data management services that allow companies to outsource all of their IT functions.

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Wayne Sawchuk and his son, Aaron Sawchuk, founded ColoSpace, a company that provides data backup and disaster recovery for clients. ColoSpace is opening its fifth data center in Rockland next month. (GREG DERR/The Patriot Ledger)

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