



## CHS Inc.

### Cultivating a partnership enabling today's modern farmer

#### The Company

CHS Inc. is a leading global agribusiness owned by farmers, ranchers and cooperatives across the United States. Diversified in energy, grains and foods, they're committed to helping their customers, farmer-owners and other stakeholders grow their businesses through their domestic and global operations. CHS, a Fortune 100 company, supplies energy, crop nutrients, grain marketing services, animal feed, food and food ingredients, along with business solutions including insurance, financial and risk management services. They operate petroleum refineries/ pipelines and manufacture, market and distribute Cenex® brand refined fuels, lubricants, propane and renewable energy products. Their preferred stocks trade on the NASDAQ exchange under CHSCP, CHSCO, CHSCN, CHSCM and CHSCL.

#### The Challenge

With more than six dozen operations in 16 states and Canada, with more than 500 locations serving more than 75,000 producer-owners and other customers, CHS has grown way beyond its humble beginning in 1929 to a modern farmer-owned cooperative working to help America's farmers be more successful. But with this success comes tremendous responsibility that requires reliable technology that will not fail.

Like many large organizations with a long history of service, CHS was struggling with an aging on-premises network environment, and it was time to look at additional options that would guarantee them the access to their applications and data their business demands.

When CHS realized their current primary, on-premises data center was not sufficient to meet the increasing needs of the business, they started shopping around. "Data centers are focal to our business," said Jeff Gresenz, CHS Inc. IT Operations Manager. "We needed a well-established colocation company that was conveniently located in the metro area, but far enough away to mitigate risk."

#### The OneNeck® IT Solutions Answer

The answer to CHS became clear when they toured OneNeck's Tier III data center in Eden Prairie, Minnesota.

Located in the Golden Triangle Business Park in a Minneapolis suburb, this data center set the standard for Minnesota-based data centers when it was built in 2010. The now Tier III design certified, 50,000-foot facility features fully redundant data and power connections, along with on-site backup generators and carrier-neutral connectivity. Additionally, the data center features 24/7 security, biometric access scanners, real-time tracking of staff and visitors and more than 50 HD closed-circuit cameras for monitoring.



## CHS Summary

Industry	Agribusiness owned by farmers, ranchers and cooperatives across the US
Business Challenges	Find flexible, scalable and secure colocation Partner with a data center that is local, yet has enterprise capabilities Need to keep pace with advancing technology while addressing technology debt
User Environment	More than six dozen operations in 16 states and Canada with more than 500 locations serving more than 75,000 producer-owners and other customers

CHS decided this was the location to house much of their critical data. They started with their SAP environment, and then expanded with additional hardware collocated in the data center. The second move of their collocated hardware had to be completed in a very short timeframe due to year-end deadlines, and OneNeck rose to the challenge. Gresenz continues, "In the very short timeframe we had to implement our second collocation phase, OneNeck was incredibly helpful. They did a fantastic job keeping us informed, so we didn't have to have one of our incredibly busy IT resources on site while hardware was arriving, and they enabled us to get it set up in a very short manner of time."

In addition, Gresenz states, "As the CHS board of directors has been in town, we have at times brought them to the OneNeck data center for tours, often on short notice, and the OneNeck team has been incredibly accommodating and welcoming, eagerly showing them around the facility."

In addition to colocation, OneNeck offers a myriad of hybrid IT services that complement any IT strategy an organization may set, which was a key differentiator when CHS chose OneNeck. "Flexibility was important in our choice," continues Gresenz. "If we need additional services down the road, we already have a partner that can deliver in OneNeck."

## About OneNeck IT Solutions

OneNeck IT Solutions LLC offers hybrid IT solutions including cloud and hosting solutions, managed services, enterprise application management, advanced IT services, IT hardware and top-tier data centers in Arizona, Colorado, Iowa, Minnesota, New Jersey, Oregon and Wisconsin. OneNeck's team of technology professionals manage secure, world-class, hybrid IT infrastructures and applications for businesses around the country.

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