Sanch Datta
Keeping Companies Connected

By Melissa Fields

In 1998, while driving down a Florida highway, FatPipe Networks co-founder and CTO Sanchaita "Sanch" Datta and her husband hatched what, in hindsight, seems like a very simple idea: bandwidth management for large Internet connections. At the time, Datta sat on several committees working toward creating network protocols for the almost daily influx of new technologies, many of which focused on providing faster Internet connections.

"Internet development was at its peak and everyone was talking about speed. No one, however, was thinking about connection reliability," she says.

So, while chatting to pass the time on their way from Orlando to Miami, Datta and FatPipe co-founder and CEO Ragula Bhaskar began discussing what has emerged as one of the most critical components of doing business in a global economy: Wide Area Network [WAN] redundancy.

"That conversation was the beginning of FatPipe," Datta says.

Ten years and five patents later, FatPipe Networks holds exclusive rights to providing the highest levels of WAN reliability, continuity, security and optimization. The company's worldwide client roster includes financial and medical institutions; local, state and federal government entities; military institutions; municipalities; utilities and educational facilities. FatPipe products are deployed at 16 of the top 100 hotels in the U.S. and are used by 13 of the country's top 100 law firms.

The core technology of FatPipe's products, which in a nutshell serve as the gateway between the Internet and a company's local network, was invented by Datta, a fact for which she's reluctant to take any personal credit.

"I am very fortunate to be surrounded by very smart, very hardworking people," she says. Smart and hardworking indeed; in the last six years FatPipe has grown 2,120 percent, has ranked within the top quarter of Utah's fastest growing companies three years in a row in MountainWest Capital Network's Utah 100, and was ranked 189th in the Inc. 500.

Success, however, has had its challenges. "Probably the biggest challenge has been growing our infrastructure at the same pace as demand for our products, which as anyone in business will tell you, is the key to growth," Datta says. "I am very proud of how we've managed to keep everything moving forward. FatPipe is made up of a great group of hardworking people, and we're strong believers in keeping the customer happy by keeping your employees happy."

Another attribute of FatPipe's success, one that some might view as a liability, is the company's husband-and-wife-team foundation. "Our strengths are in very different and very complimentary areas," she says. "We found that the trust our personal relationship is built upon has flowed easily into the work space."

The only disadvantage of working with your spouse, Datta says, is the 24-hours-a-day proximity. "We make a real effort to keep work at the office," she says. Datta approaches care of her 6-year-old twins in the same way, keeping their lives very separate from FatPipe, with support from family members. "My parents have taken a very active role in the care and upbringing of our children, for which we feel very grateful," she says.

Moving forward, Datta says FatPipe will continue to explore new technologies and new markets, as well as maintaining and expanding their presence in their existing market space. "FatPipe has become a well established brand in the realm of reliability. We plan to continue to be a leader in the areas we've chosen for growth," Datta says.

Photo by Cortney Christensen