

HOW PACKETFABRIC AND QTS COLLABORATE TO EXPAND CUSTOMER CONNECTIVITY OPTIONS

THE CHALLENGE

QTS operates over six million square feet of datacenter space, serving more than 1,000 customers. QTS customers require robust connectivity to resources outside the datacenter, such as public / private clouds, redundant locations, Internet Exchange Points (IXPs), and Internet Service providers. Obtaining that connectivity can be time consuming and expensive.

PacketFabric is a software-defined networking platform that delivers highly scalable, fully automated, and on-demand Connectivity-as-a-Service solutions, providing secure connections between any two or more On-Net locations. As the operator of a fully automated, neutral and private network, PacketFabric seeks to expand its growing network by establishing new Points of Presence (PoPs).

THE SOLUTION

Partnering with PacketFabric helps QTS customers reach clients and business partners, enable secure and performant connectivity to public and private clouds, access peering, and a variety of Internet services easily, economically, and instantly.

PacketFabric has extended its private network to multiple QTS data centers as additional Points of Presence (PoPs). This mutually beneficial partnership gives QTS customers access to every location on PacketFabric's massive footprint. Bringing up new network connectivity can now be done in seconds, with no long-term commitment required.

Case Study Details



PARTNER
QTS Data Centers



INDUSTRY
Data Centers



SERVICES
Network Expansion

Customer Quote

"QTS' cloud networking service powered by PacketFabric enhances the process of provisioning and managing network infrastructure for a growing number of enterprises seeking control over the 'last mile' between their applications and their data center provider."

Clint Heiden
Chief Revenue Officer at QTS

THE RESULTS

QTS has expanded its hybrid cloud solutions, giving customers fast, secure, and scalable connectivity with immediate visibility and control over their network traffic.

QTS customers are able to meet the demands of bandwidth-intensive applications and workloads, as well as instantly provision capacity to any other network, cloud service provider, or facility in the PacketFabric ecosystem.

PacketFabric gives QTS customers instant access to:

- 1G to 100G connectivity
- Multiple public cloud platforms, including AWS, Google Cloud Platform, Microsoft Azure, and IBM Cloud
- Multiple private cloud platforms
- Internet Exchange Points (IXPs)
- Internet Service Providers (ISPs)
- Over 150 colocation facilities / datacenters

Customers of both companies benefit from this partnership: QTS customers can instantly reach new ecosystems, while PacketFabric customers gain additional locations and destinations.

In the era of cloud and Pay-as-you-Go, what customer would be satisfied with anything less?

About QTS

QTS Realty Trust, Inc. (NYSE: QTS) is a leading provider of data center solutions across a diverse footprint spanning more than 6 million square feet of owned mega scale data center space throughout North America.

Through its software-defined technology platform, QTS is able to deliver secure, compliant infrastructure solutions, robust connectivity and premium customer service to leading hyperscale technology companies, enterprises, and government entities.

Visit QTS at www.qtsdatacenters.com, call toll-free 877.QTS.DATA or follow on Twitter @DataCenters_QTS.