



CUSTOMER SUCCESS STORY

QTS Realty Trust, Inc.

CASE STUDY

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 more than 1,000 hyperscale technology companies, enterprises, and government entities.

The Challenge

QTS customers required robust connectivity to resources outside the datacenter, such as public / private clouds, redundant locations, Internet Exchange Points (IXPs), and Internet Service providers. The traditional method for obtaining that connectivity was slow and required inflexible, long-term commitments. and government entities.



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Solution

QTS integrated PacketFabric's on-demand Network-as-a-Service (NaaS) platform into the QTS Switchboard service offering.

PacketFabric 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 minutes.



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PACKETFABRIC

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:



100G

Multi-100G
Connectivity



300

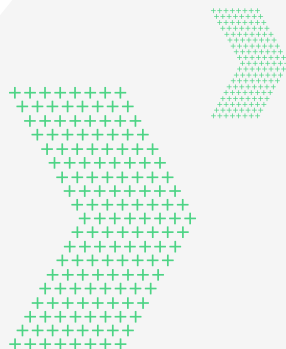
Colocation facilities/
datacenters

- 50Mbps to multi-100G connectivity
- Multiple public cloud platforms, including AWS, Cloudflare, Google Cloud Platform, IBM Cloud, Microsoft Azure, Oracle Cloud, Salesforce, and Webex.
- Multiple private cloud platforms
- Internet Exchange Points (IXPs)
- Internet Service Providers (ISPs)
- Nearly 300 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.



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The WAN Becomes the Cloud



PacketFabric delivers carrier-class WAN connectivity with cloud-like ease of deployment and consumption.

We built a massively scalable, 50T+ global, private, secure optical network, automated from the ground up to offer on-demand Layer 2 and Layer 3 connectivity from monthly to longer terms. Connect at up to 100Gbps in minutes between hundreds of colocation data centers, CSPs like AWS, Azure, GCP, IBM, and Oracle, major SaaS providers like Salesforce and Webex, and a broad ecosystem of Internet Exchange, SaaS, Disaster Recovery and Backup as a Service, and other providers.

The PacketFabric network is carrier class, with redundant stacks and paths. Users can provision carrier-class point-to-point, hybrid cloud, and multi-cloud connectivity in minutes using a self-service portal, while DevOps teams can manage connectivity in real-time using a comprehensive REST API.

Learn more at www.packetfabric.com.