

Hybrid IT: The New Normal

Today's IT organizations do not have the luxury of managing and maintaining a single network type. Enterprises now own and operate a myriad of legacy networks that must interconnect with private and public cloud solutions.

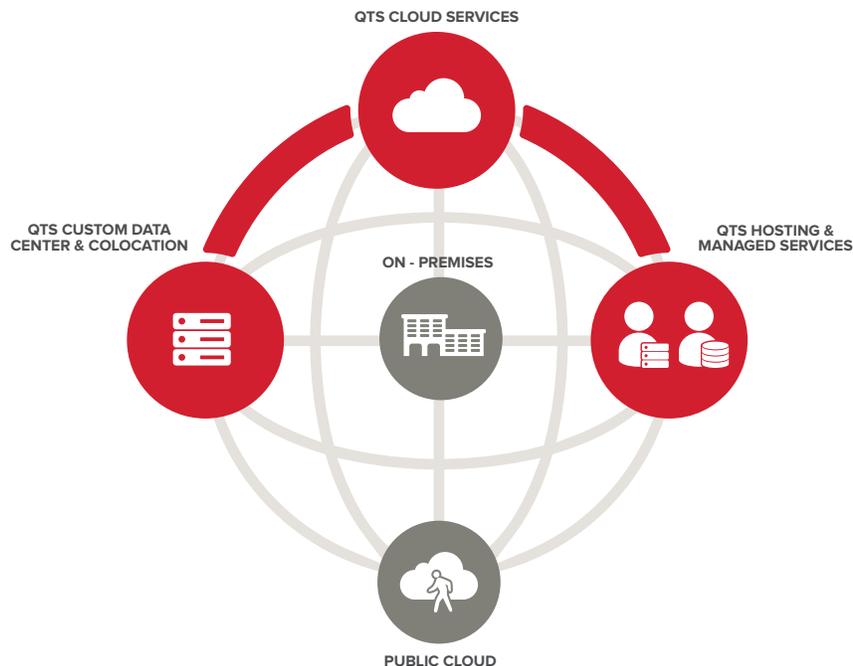
More enterprises are moving to a hybrid IT model that includes cloud for similar reasons that led them to adopt virtualization a few years back:

- To improve scalability and IT agility by quickly provisioning and adding resources on-demand
- To increase flexibility of moving workloads between on-premises and a hybrid or public cloud environment
- And to lower costs by reducing capital expenditures and paying only for what they use

In this hybrid operating environment, the ability to consolidate, integrate and manage these complex systems, applications and compute resources is daunting. Add on top of that, your business continuity and compliance requirements including Payment Card Industry Data Security Standard (PCI-DSS) and the Health Insurance Portability and Accountability Act (HIPAA/HITECH). Leveraging your investments, increasing network efficiencies and minimizing business liabilities requires precise skill and acumen.

HIGH-TOUCH SUPPORT FOR YOUR COMPLEX ENVIRONMENT INFRASTRUCTURE

QTS Managed Hybrid IT delivers reliable end-to-end services, from planning to execution to ongoing management and optimization of IT solutions to meet the demands of your hybrid network environment. Our high-touch managed services begins with professional engineers experienced in developing and implementing compliant hosting and cloud solutions. It continues with premium around-the-clock support provided by the QTS Data Center Operations and Operations Service Center teams.



QTS Hybrid IT Case Studies

HEALTHCARE

Challenge: Online medical records storage is the main reason for using cloud computing for most healthcare providers. With a recent HIPAA update, cloud service providers are now as liable for HIPAA compliance as the healthcare entities they serve. You can be assured that QTS Enterprise Cloud complies with applicable HIPAA/HITECH requirements, ensuring that your Protected Health Information is secure.

QTS Hybrid IT Solution: By adopting cloud-computing solutions, physician's practices and medical organizations experience cost savings. According to a report by Healthcare Financial Management, and depending on the scope and size of a healthcare organization, savings benefits of EMRs/EHRs can amount to upwards of \$37 million over a five-year period.

FINANCIAL

Challenge: Infrastructure as a service enables retail banks to reduce the investments required in building and maintaining infrastructure to support their revenue generating Web sites while ensuring high availability at any demand level. The focus can then shift to providing innovative services.

QTS Hybrid IT Solution: QTS Enterprise and Federal Cloud Services enable cost reductions through capital expenditure (CapEx) control while improving your customer's experience.

HIGH TECH

Challenge: One of the major IT roadblocks you may face is centralizing or upgrading your business' technology. This typically involves buying and configuring new hardware and software in order to get everyone in your company on the same page technology-wise. Depending on the size of your enterprise, this can be a massive and costly undertaking.

QTS Hybrid IT Solution: When you utilize cloud computing, all the applications, programs and files that you want to make readily available to your staff can be stored in the cloud. This means that your IT team doesn't have to spend time upgrading hardware, installing new programs and configuring new settings.

Summary

Companies like yours depend on QTS to deliver infrastructure solutions that integrate seamlessly with your virtual and physical environments. Let us assist in building a flexible and highly scalable hybrid infrastructure solution that supports your evolving applications and business needs.