CASE STUDY: PROOFPOINT®

"Proofpoint's success has been based on our clients having confidence that their data is safe and secure in our mission-critical applications. QTS' FedRAMP-compliant cloud solution enhances that confidence. In addition, QTS' impressive ability to support HIPAA, FISMA, PCI and DIACAP will be important as we continue our expansion into other highly regulated industries, such as healthcare."

MIKE BROOKS
VICE PRESIDENT OF OPERATIONS, PROOFPOINT

WHY QTS?

- QTS Government Cloud was the best solution for quickly achieving FedRAMP compliance, as well as enabling long-term delivery of cloud applications to the government market.

- QTS' proven federal market expertise

- QTS' cost-effective solution

- QTS' high-touch customer support

- QTS' support for a broad range of compliance standards supporting Proofpoint's plans for entering additional highly regulated industries such as healthcare

BACKGROUND

Proofpoint Systems of Los Altos California disrupted the highly calcified, $400B consulting industry by providing secure cloud applications that supported operational excellence in four key areas — planning, analysis, management, and measurement. Proofpoint's modular tool kit was a business performance utility where people do their day-to-day work, engage with others, and share information of mutual value. The results are measurable changes to organizational performance, visible integration, better resource use, and accountability excellence. The Department of Veterans Affairs Center for Veterans Enterprise certified Proofpoint Systems as a service-disabled Veteran-owned small business.

THE BASICS

CUSTOMER
Proofpoint

INDUSTRY
Government

SERVICES
QTS Government Cloud

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CHALLENGE

Since 2003, Proofpoint Systems had pioneered development of cloud applications that helped commercial enterprises and government organizations improve critical business metrics and minimize the need for lengthy and costly consulting engagements. The FedRAMP cloud mandate necessitated a new, FedRAMP-compliant IT infrastructure solution to continue serving the federal market which was critical to Proofpoint's continued growth.

APPROACH

Proofpoint evaluated a number of FedRAMP-compliant cloud providers and determined the VMware enterprise-class hybrid cloud service, QTS Government Cloud, offered the best solution for its needs. As part of the evaluation, Proofpoint reported that QTS responded to all questions in a very straightforward manner, offered a preferred high-touch customer support approach, and demonstrated the highest level of government core competencies compared to competing vendors. Proofpoint concluded that QTS' Government Cloud:

- Demonstrated the greatest technical expertise

- Would enable it to quickly and cost effectively secure FedRAMP compliance

- Was built upon proven expertise and an established VMware foundation that was best suited to ensure long-term viability as a FedRAMP compliant solution

- Offered additional compliance standards that would support new vertical market initiatives such as healthcare

- Provided the most collaborative environment backed by a high touch customer support team

- Offered the easiest learning curve because it was based on the VMware platform they were already familiar with

SOLUTION

Today, Proofpoint leveraged QTS' Government Cloud as its Infrastructure-as-a-Service platform to deliver its secure, compliant cloud applications to the federal government. Proofpoint met the mandate to move sensitive workloads to a FedRAMP-compliant cloud platform with minimal expense and effort.

CONTRIBUTORS

ABOUT QTS | 877.QTS.DATA | QTSDATACENTERS.COM

QTS Realty Trust, Inc. (NYSE: QTS) is a leading provider of secure, compliant data center solutions, hybrid cloud and fully managed services. QTS' integrated technology service platform of custom data center (C1), colocation (C2) and cloud and managed services (C3) provides flexible, scalable, secure IT solutions for web and IT applications. QTS' Critical Facilities Management (CFM) provides increased efficiency and greater performance for third-party data center owners and operators. QTS owns, operates or manages 24 data centers and supports more than 1,000 customers in North America, Europe and Asia Pacific. For more information, please visit www.qtsdatacenters.com, call toll-free 877.QTS.DATA or follow us on Twitter @DataCenters_QTS.