



CONNECTIVITY SOLUTIONS

QTS and PacketFabric Collaborate to Expand Their Customers' 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.

THE BASICS



PARTNER
PacketFabric



INDUSTRY
High-Tech



SERVICES
Connectivity

CUSTOMIZED SOLUTIONS

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 PACKETFABRIC

PacketFabric redefines how companies procure, consume, and manage their network connectivity services. Leveraging an innovative, entirely automated SDN-based network architecture and the latest in optical and packet switching technology, PacketFabric enables dynamic, real-time connectivity services between major carrier-neutral colocation facilities at terabit-scale.

PacketFabric facilitates coast-to-coast connectivity between more than 150 premier colocation facilities across 17 U.S. markets, and enables simple, cost-effective, and scalable network deployment via its advanced Application Program Interface (API) and web-based portal.

For more information, visit www.packetfabric.com.

TESTIMONIAL

CLINT HEIDEN

CHIEF REVENUE OFFICER AT QTS

“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.”

CHAD MILAM

PRESIDENT AND COO OF PACKETFABRIC

“PacketFabric is focused on building mutually beneficial relationships with data center operators like QTS. Our partnership with QTS gives PacketFabric customers additional entry points to our fabric. QTS customers gain a multitude of benefits through our fabric; the ability to instantly create and manage private networks, as well as easily reaching service providers, customers, and business partners outside of the walls of their data center.”

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

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.

