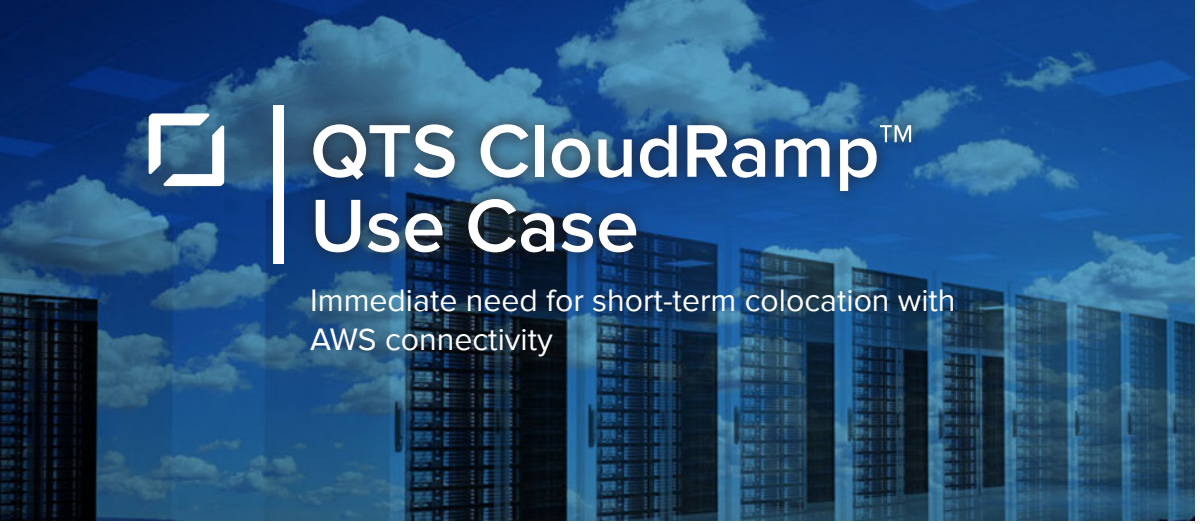

QTS CloudRamp™ Use Case

Immediate need for short-term colocation with AWS connectivity

Background

When a division or company is divested from a parent organization, they typically find themselves with reduced personnel, including IT staff, and are required to move their infrastructure within months of the separation.

Problem

The new company is experiencing pain from many angles, including: sudden lack of IT resources, need to migrate to AWS cloud with limited expertise, and extensive use of traditional IT platforms supporting critical legacy apps. Additionally, they know that ultimately they wanted to move everything to the cloud.

They need a partner that can design and manage an immediate, short-term physical IT migration, but also execute a long-term hybrid IT strategy to move all workloads to AWS within 18 months.

Solutioning

QTS works with client to design a three-phase solution, meeting clients short and long term objectives:

- **Phase I (month 1):** QTS migrates client's assets to a - CloudRamp colo environment, allowing organization to continue business without interruption
- **Phase II (months 2-17):** QTS works with client to identify and migrate 100% of workloads to AWS, in a phased approach, sharing workloads to and from AWS to QTS colocation optimizing performance, cost and resources
- **Phase III (month 18):** AWS migration complete; QTS manages client environment with QTS Managed AWS solution.

Synopsis

A thriving company with plans to move all their application to the cloud, but predictable hurdles, including specific hardware configurations and limited IT resources, stand in their way. By taking the time to understand both their immediate challenges and long term goals, QTS is able to truly partner with the company and build a tailored hybrid IT solution that has a clear path to migrate additional applications to AWS. Additionally, QTS manages this clients' AWS environment, simplifying cloud management while providing expertise that is not currently in-house.