

CONTROLLING THE CHAOS

A BETTER APPROACH TO MANAGING YOUR HYBRID IT ENVIRONMENT



MORE THAN DATA SOLUTIONS. DATA SOLVED.

You're under mounting pressure to serve as a strategic partner for the business. However, setting a strategy is difficult when no one really knows what the next disruptive technology is going to be. Looking forward can be a challenge—you need to constantly review and refine your existing IT infrastructure to make sure you're doing everything you can to thwart the growing risk of cyber threats. And all this is happening while IT and technology budgets are rising, and IT talent is becoming scarce.

To be faster, flexible, and more agile, you're seeing hybrid IT as the approach that can best serve your company in its mission to compete and grow. You're not alone—in fact, Gartner predicts 90 percent of organizations will adopt a hybrid infrastructure by 2020.

While the “big picture” is clear, there are some hidden dangers associated with the hybrid IT model. As platforms and environments proliferate, cloud sprawl and shadow IT can threaten to dominate your time, budget, and resources, resulting in chaos that can burn out your IT teams and minimize your effectiveness in the eyes of the business.

But with a clear understanding of these challenges—and a shift in your overall approach to hybrid IT—you can rein in these risks and control the chaos on your hybrid IT journey.

MULTIPLE ENVIRONMENTS, NO DEFINED PROCESS

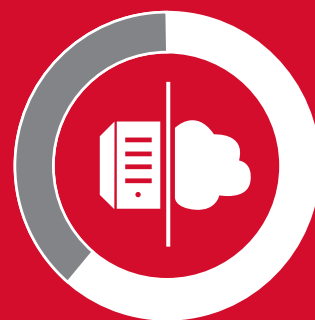
Your goals are clear: optimizing costs and boosting efficiencies. And you know companies that adopt hybrid infrastructure can leverage these gains to strengthen their business and outpace competitors.

However, as companies like yours continue their journey toward hybrid IT, their IT organizations become more complex. Juggling multiple platforms, selecting the right toolsets, and safeguarding company and customer information are just a few of the challenges that stem from the growing complexity of a multisourced environment.

There are countless permutations and calculations that can derail your best intentions. For example, there's often no defined process across all your environments. So, when an outage occurs, you've got to involve potentially dozens of people across multiple areas.

MULTIPLYING YOUR RISK

A short example—let's say you have three different platforms. When an outage occurs, you've got to address an array of areas, which isn't just a huge inefficiency, but a risk as well.



**Hybrid IT Is
Here to Stay**

68%

**of enterprises
will adopt a hybrid
cloud model over
the next two years.¹**

Source: North Bridge Venture Partners Annual Survey,
451 Research, Everest Group

Each environment has its own levels of complexity, security concerns, and dedicated resources. Costs are difficult to manage across all your environments as well. You might be paying for unused capacity in one space or another. This happens when you don't grow as fast as you think you will and over-purchase capacity. You still pay for that capacity even though you never migrated all your apps.

THE ERROR AT THE CORE OF “FIRST THINGS FIRST”

With complexity on the rise, it seems to make sense to tackle one challenge at a time—identify the biggest issue, fix it, and then move on to the next one.

But it turns out this approach doesn't get to the root of the problem; in fact, it can exacerbate it.

Imagine a company that has storage in a private cloud, or workloads in the public cloud. They might have on-prem applications—along with other types of workloads. Because the need for different environments is often so urgent, many companies focus solely on meeting each individual requirement.

They might think: “If we tackle the largest problem, we'll be good.” So, they prioritize as they go, reacting to different needs, addressing one area at a time. But they miss the fact that there's a real need to move applications and workloads around between environments. In fact, according to a recent survey of over 450 companies, 62 percent of companies moved applications from colocation environments to a public cloud. But during the same time frame, 41 percent moved applications from the public cloud back to colo.¹

As companies focus on meeting the needs of each of these requirements one component at a time, there are all sorts of unknowns they're possibly missing.

After all, no one knows for sure what's going to happen next. Ultimately, what's at risk is your ability to meet market pressures right at the time when the gaps in between your environments continue to expand.



WHAT IF YOU HAD CONTROL AND VISIBILITY ACROSS ALL YOUR PLATFORMS AND SYSTEMS?

Instead of tackling challenges one at a time, you need to address everything that's happening across all your various environments: on-prem, colocation, and cloud.

Your success depends a broader approach to specific areas of concern, such as meeting the need for additional capacity, compliance, or disaster recovery.

You can no longer treat your hybrid IT journey as a tactical requirement. Instead, you need to take a step back, and fully understand the implications of your entire environment.

Seeing Everything in Your Environment

This approach requires visibility and control over all your data, across all clouds and platforms. Only in this way can you gain a complete understanding of every implication for every step of your hybrid IT journey, and realize the optimal deployment of each workload in your environment.

It's about extending your hybrid IT as if it's part of your environment, coordinating your legacy and modern infrastructure with complete awareness and understanding of the big picture at hand.

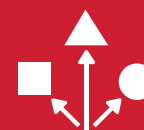
That's when you can adapt quickly to the unknowns of the future, with a predictable cost model, while mitigating complexity along the way.

This approach effectively shields your environment from the array of internal and external pressures you face today. Which means you can effectively de-risk your IT journey, position your organization to achieve your go-to-market initiatives, while limiting the risk factors and reducing the total costs of your overall IT operation.

THE QTS ADVANTAGE

When you partner with QTS, you get access to data from your hybrid environments in a unified view. You can connect all the dots, observing every area and formulating plans on how to overcome the chaos and better control your environment.

For example, with QTS, get the flexibility to move IT spend to whatever area you need to address. This ability to shift your solution mix lets you optimize your applications for the right locations, making it much easier to grow and scale as your business evolves. You can also get a complete and comprehensive view of your IT services, with real-time insight into the performance of your environment, all in a single pane of glass. And with QTS' industry leading customer services and operational best practices, you can gain faster time to resolution, and experience greater resiliency across the board. In this rapidly evolving world, it's good to know you have a partner in QTS that committed to delivering flexible, scalable solutions with industry-leading services and support.



**Evolve and shift
your solution mix**



**Get real-time visibility
into performance**



**Master time
to resolution**

Source: 2018 RightScale State of the Cloud Report

Learn how you can quickly adapt your infrastructure to accelerate your hybrid IT journey. Visit QTS at qtldatacenters.com

ABOUT QTS

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