

## CASE STUDY

# QTS Delivers Cohesity Powered Managed Services with One Hyperconverged, Software-Defined Platform for Secondary Data and Apps



### INDUSTRY

Service Provider

### SOLUTION PARTNERS

Public Cloud

### USE CASES

Backup Suite

## Introduction

QTS Realty Trust, Inc. (NYSE: QTS) is a leading provider of data center solutions across a diverse footprint spanning more than six 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.

## Challenges

QTS has a diverse set of clients, including many wanting the ability to have both private and public cloud environments. With the need to embrace a modern, virtualized infrastructure, QTS began to look for the nextgen solutions that would enable clients to move away from legacy systems and tape backup, as well as enable use cases for secondary data beyond simply providing backup protection.

Many clients could not easily leverage the public cloud, and QTS wanted to provide not only cost-effective solutions, but a way to easily protect and recover data for hybrid environments. QTS aimed to offer enterprise-class services to small and large clients alike, to move away from a fragmented data strategy, and to provide data protection solutions from a single platform.

The company set to find a solution that could meet the unique needs of an MSP, and to lay the groundwork for a platform to enable QTS to offer a suite of services, with flexible deployment options for private, public, and hybrid cloud environments.

QTS aimed for the following capabilities in a secondary data and apps services platform:

- Flexibility to accommodate clients with Hosted Private Cloud
- Standardized solution with service provider-ready capabilities such as secure multi-tenancy, and global deduplication
- Ability to move beyond standalone managed backup service to a suite of secondary data services— backup, archive, disaster recovery, test/dev, file services, object storage, and analytics—from a single software-defined platform

*"QTS prioritizes the security and reliability of applications and data our customers' place in our Hosted Private Cloud (HPC) environment.*

*As a Cohesity Powered partner, we can quickly deliver highly differentiated, managed data protection and recovery services across data centers and natively integrate with hyperscale public clouds.*

*Cohesity's support for multi-clouds, multi-tenancy, self-service, and a common operating model optimize our HPC for clients while helping us grow revenue and drive business agility."*

### CHRIS ORTBALS,

EVP,

Product Management and Marketing

## Solution

QTS took market input from customers and analysts, evaluated vendors with in-depth proof of concept initiatives, and chose Cohesity based on the ability to achieve economies of scale, giving clients the broadest number of choices for hybrid/multi-cloud secondary data services using a single, software-defined platform. Many QTS customers require a Hosted Private Cloud environment to ensure the exact location of data for compliance and security reasons. A hyperconverged platform from Cohesity allows QTS to have a single key partner for multiple secondary data services and achieve synergy with its own corporate direction of a hyperconverged, software-defined data center.

In addition, Cohesity's solution allows QTS to deliver enterprise-level image and file level restores for small and large clients. The MSP-tailored platform was ideal to protect public and private cloud environments across its mega data centers.

## Results

QTS has not only deployed Cohesity internally, but also initiated the roll out of Cohesity Powered services to Hosted Private Cloud clients. The flexibility of Cohesity allows QTS to right size its infrastructure as it expands and grows, allowing the company to manage capital and operational expenditures. QTS has embraced a corporate hyperconverged strategy and already realized reduction in total cost of ownership by replacing legacy siloed solutions.

QTS now leverages Cohesity's web-scale simplicity to efficiently and cost-effectively onboard customers. With native integration to hyperscale public clouds, as well as the ability to take advantage of Cohesity's multitenancy support, QTS can grow its managed services business for secondary data and apps. QTS can easily execute managed backup, with options to incrementally roll out additional services including test/dev, disaster recovery, scale-out filer, and object storage - all from a single platform.

Partnering with Cohesity allows QTS to offer managed backup for any virtual workload in a hosted public cloud environment. In addition, QTS is able to meet client requirements for long term retention and secure data for healthcare clients, giving

customers the ability to leverage a secure Hosted Private Cloud or public cloud at attractive price points. Healthcare customers, in particular, are pleased with Cohesity's ability to encrypt data both in flight and at rest. Cohesity's FIPS-certified solution meets federal standards for protecting sensitive data, a key requirement for federal customers.

QTS attains the following advantages with Cohesity:

- Ability to offer a spectrum of managed services from one standardized platform with multi-tenancy
- Offer differentiated business continuity capabilities with instant mass restore of any number of VMs to any point-in-time recovery
- Leverage features such as auto-discover and auto-protect to easily add VMs
- Ability to do image and file level backups and restores
- Responsive and engaged service provider program, with access to Cohesity's executive team to provide feedback, co-design new services, and accelerate go-to-market

## Recap

QTS is pleased to partner with Cohesity to deliver Cohesity Powered managed backup services to its growing and diverse clientele. The Cohesity-as-a-Service not only enables QTS to grow revenue quickly with expanded managed backup services, but also creates new market opportunities for multi-cloud/hybrid IT through seamless integration with leading public clouds and the ability to eventually offer additional data protection focused solutions.