Across the Pond

CASE STUDY

AN INTERNATIONAL INSURANCE COMPANY
You’re an international insurance company and two of your European data centers are on their last legs. You want to consolidate these sites into one location but, just to make things a little tricky, the primary decision makers for the project are located in the United States. How do you go about finding the right provider for your business?

The Client:
Headquartered in the United States, the customer has locations throughout the world to provide all levels of insurance offerings. Each of the two data centers had been sufficient for the applications they had historically been used for but the customer’s need to elevate their computing power to support new capabilities was soon to render them obsolete.
Without using their own capital the solution allowed the client to move over operations from both existing data centers in less than 26 weeks.

The Challenge:
From its inception the project had an extremely high level of visibility within the customer’s organization including its global head of IT procurement, the VP of International IT and their global CIO. Each of these individuals were based in the United States while the individuals who would be evaluating (and ultimately operating) the facility were located in Europe. In order to address this geographically dispersed group of decision makers Digital Realty leveraged our global presence to address the customer’s concerns and requirements at each level of its decision making structure.

Digital Realty's senior executives were brought in to meet with the customer’s US-based decision makers to answer their questions regarding our long term strategies for both our domestic and international operations and to assure them that our strategy of being a long term holder of our properties aligned with their vision for their European data center. Our European team then worked closely with the customer’s UK-based personnel to demonstrate the capabilities of our proposed solutions. This seamless approach enabled the customer to see that Digital Realty could not only deliver the solution that they desired but was able to quickly address any issues or questions that might arise either on a local (European) or domestic (US) basis.

The Solution:
To address the customer’s requirements Digital Realty provided them with two (2) 480 kW Turn- Key FlexSM data centers in one of our European facilities. This solution allowed them to move over the operations from both
Having local expertise on each side of the water helped to address the customer’s concerns and requirements at each level of its decision making structure.
About Digital Realty

Digital Realty Trust, Inc. supports the data center and colocation strategies of more than 1,000 firms across its secure, network-rich portfolio of data centers located throughout North America, Europe, Asia and Australia. Digital Realty’s clients include domestic and international companies of all sizes, ranging from financial services, cloud and information technology services, to manufacturing, energy, gaming, life sciences and consumer products.

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