



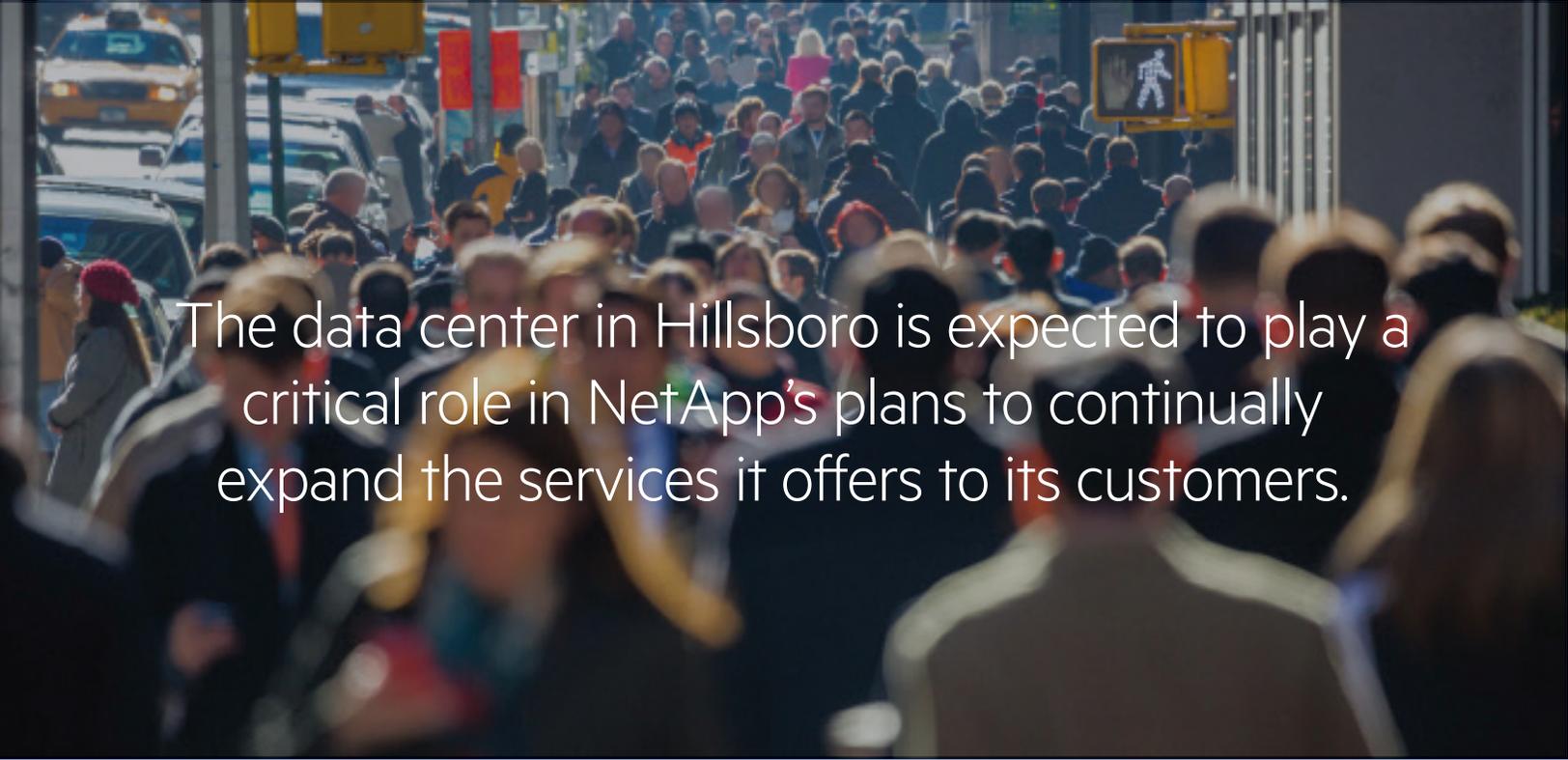
# NetApp

CASE STUDY

STATE-OF-THE-ART DATA CENTER  
DELIVERED IN UNDER A YEAR



DIGITAL REALTY



The data center in Hillsboro is expected to play a critical role in NetApp's plans to continually expand the services it offers to its customers.

You are a global data storage provider whose business is booming as more and more of your customers are turning to the cloud. You need a new best-in-class data center to serve as the backbone of your technical operations going forward—and you need it fast.

**The Client:**

Headquartered in Sunnyvale, California, NetApp provides computer storage and data management solutions globally to large enterprises and government bodies. According to its website, the firm's innovative systems and software are used by 96% of the Fortune 100, and NetApp is recognized as the top data storage provider to the U.S. government.



## The Challenge:

Like many of its customers, NetApp in recent years has been faced with an increasingly fast-paced business environment, including an explosion in the amount of data that must be stored and managed, resulting in the need for best-in-class technical operations. Therefore, in early 2011, NetApp put forth a rigorous set of requirements and opened bidding for a made-to-order data center that could help support its growing data storage business into the future—and it needed for the project to be completed, soup to nuts, within one year, which is an exceptionally tight timeframe for such a major undertaking.

## The Solution:

Following a competitive process NetApp selected Digital Realty to acquire, develop and operate a customized data center in July 2011. Within three months, Digital Realty had secured a premier site in Hillsboro, Oregon and soon thereafter the shovels were in the ground. The 48,000 square foot facility was delivered to NetApp in August 2012.

## Summary:

In August 2012, Digital Realty, in partnership with its customer, NetApp, opened a world-class data center in Hillsboro, Oregon. Digital Realty delivered the custom designed facility in one year—remarkable turnaround time for such a large-scale project. The design was based on NetApp's requirements for a leading-edge, energy-efficient data center with the lowest possible total cost of occupancy. The data center in Hillsboro is expected to play a critical role in NetApp's plans to continually expand the services it offers to its customers. Furthermore, the facility will serve as the hub for all of the firm's customer support and corporate information technology.

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Our requirements were so rigorous and our timeline so short, and Digital Realty delivered. It was a great partnership every step of the way.

– Bob Lofton, Vice President of Information Technology at NetApp

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## 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.

[www.digitalrealty.com](http://www.digitalrealty.com)

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### SALES

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