



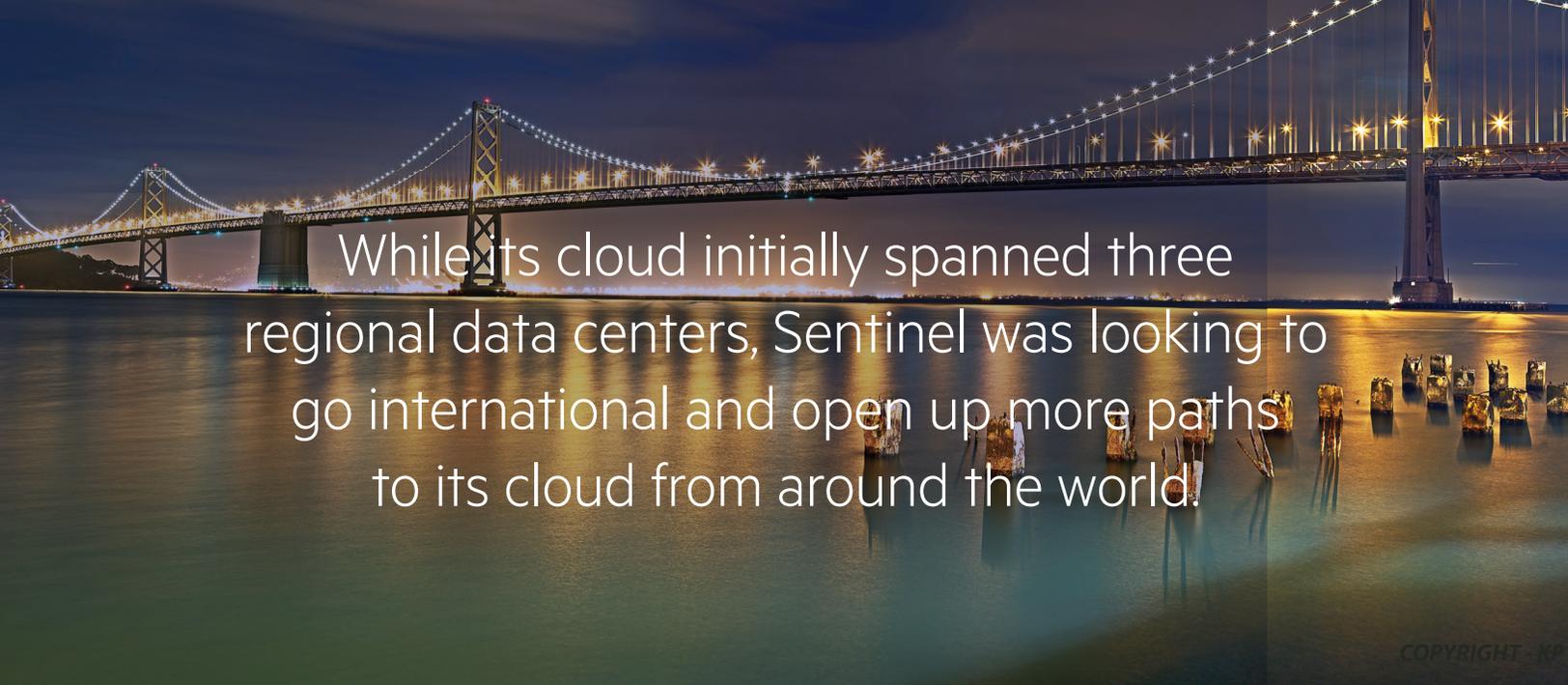
# Sentinel and Digital Realty

CASE STUDY

AGILE COLOCATION SOLUTIONS  
PREPARE FOR GLOBAL GROWTH



DIGITAL REALTY



While its cloud initially spanned three regional data centers, Sentinel was looking to go international and open up more paths to its cloud from around the world.

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You are a systems integrator with decades of experience in the design, deployment, and sale of technical solutions for your clients. Although you already have an in-house data center and a colocation facility, you're looking for a new colocation provider to boost your connectivity, especially as you continue to expand your networking and enterprise provider cloud (Sentinel CloudSelect®) offerings globally, and offer your own public cloud.

**The Client:**

Sentinel Technologies, established in 1982, is recognized as one of the leading IT services and solutions providers in the U.S. From its offices in Illinois, Wisconsin, Michigan and Arizona, Sentinel serves customers all across the nation, offering IT expertise for a wide range of requirements and use cases.



Over the years, it has aligned itself with leading technology vendors, such as Cisco, EMC, Microsoft, NetApp and VMware, and rapidly expanded upon its original business of providing maintenance services. More recently, Sentinel has built CloudSelect®, a Cisco-powered public cloud, using infrastructure-as-a-service (IaaS) to support new offerings. While its cloud initially spanned four U.S. data centers, Sentinel was looking to expand globally and open up more potential future paths to its cloud from around the world.

### The Challenge:

The existing combination of in-house and external colocation facilities that supported Sentinel's operations was proving insufficient for the company's long-term plans and requirements, as their in-house infrastructure was not supplying the world-class resiliency and support required for Sentinel's growing cloud initiatives. Similarly, its outsourced colo facilities were not up to par in terms of their bandwidth and connectivity.

As it turned its eye toward cloud solutions, Sentinel needed a larger footprint, additional bandwidth, and tighter physical security. In particular, excellent fiber connectivity was crucial for threading primary and redundant services between different geographic locations. With all of this in mind, Sentinel began shopping for a new colocation solution in 2013—for expansion plans in 2014—to supersede its existing setup.

### The Solution:

Sentinel turned to Digital Realty, choosing data center solutions in four locations – three in Chicago, and one in St. Louis. Key to their decision was the availability of extensive connectivity capabilities via DIGITAL GlobalConnect, Digital Realty's full suite of global connectivity options that allowed Sentinel to offer redundant services in diverse locations. Although Sentinel maintained an in-house data center as of November 2014, the company recently made the decision to leverage the Digital Realty platform of interconnected data centers for their critical infrastructure, and has moved these workloads to the Digital Realty facility on Federal Street in Chicago.

At Chicago's Cermak facility, in particular, Sentinel was drawn to the number of carriers that service the data center, as well as the ample space for extensive fiber connectivity. As a result, the company was able to get more bandwidth at a lower cost at Cermak. Furthermore, the company is currently looking at potential sites in Arizona and New York, as well as expansion

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We recommend Digital Realty on a regular basis to our customers. I'm very pleased with their services and products. They've brought our cloud services to another level.

- Robert Keblusek, SVP Business Development,  
Sentinel Technologies

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The responsiveness of the Digital Realty account team, and the consistency of service, has been key to Sentinel's satisfaction with the new sites.

- Robert Keblusek, SVP Business Development,  
Sentinel Technologies

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with Digital Realty globally. The responsiveness of the Digital Realty team has been key to Sentinel's satisfaction with the new sites.

### Benefits to the Client:

In a recent interview, Robert Keblusek, senior vice president of Business Development at Sentinel Technologies, highlighted the following benefits of partnering with Digital Realty:

- Many connectivity options, with access to more than 300 carriers (the combined number of carriers at the four sites selected by Sentinel)

- Low-latency bandwidth for customer voice and data center replication services
- Ability to aggregate broad access to network connectivity across many tenants
- All four of the sites selected have undergone the SOC 2 examination in 2014
- Remote hands and worldwide reach via the Digital Realty partnership
- Excellent agility in areas such as power supply and disaster recovery
- A large footprint to expand beyond the facility and realize savings
- Better than “five nines” (99.999%) uptime

### Summary:

Sentinel Technologies is a leading IT services and solution provider in the U.S. As it developed its CloudSelect® public cloud IaaS solution, it was looking to upgrade its data center facilities with a wider footprint, superior physical security and ample fiber connectivity. It chose Digital Realty and is transitioning its data center operations from in-house facilities and suburban sites to three Digital Realty sites in Chicago and St. Louis. The new data centers offer the space and fiber required to support Sentinel's cloud solutions.



## 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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Because of Digital Realty's extensive data center footprint, I am able to take one of our CloudSelect® pods, build it, and locate it in a different region—and have consistency of service, and consistency of experience.

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-Robert Keblusek, SVP Business Development,  
Sentinel Technologies

### SALES

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