



Case Study

DigitalOcean Scales their Cloud Platform with Digital Realty

DigitalOcean's Journey to Enterprise-Grade Cloud Leveraged Digital Realty for Scalable Success

Challenge

Spend less time managing infrastructure and more time coding

When it comes to a development environment, precision and speed are vital.

However, launching and scaling applications quickly typically means developers have to provision dedicated servers, a process that can take hours, if not days. DigitalOcean's founders recognized this fundamental "speed bump" as a business opportunity to construct ondemand cloud solutions exclusively for the developer community.

With DigitalOcean's SSD cloud platform changing the parameters of the service, by increasing the amount of RAM on a server for example, takes less than an hour. As a result, developers can spend less time managing their infrastructure and more time on coding and their products.

As its customer base increased and its capacity for growth broadened, DigitalOcean realized it could follow one of two paths. Grow internally and add new physical servers to its own data center at the rate of 10-

15 per day, or partner with a global data center provider whose capacity enabled the company to keep pace with demand.

The ideal data center partner would also provide DigitalOcean with the ability to connect with a wide array of low-latency, high-performance network carriers that could easily be interchanged as required by the needs of the business. The alternative would be to engage with multiple data center providers in multiple markets that could, in the longterm, slow the company's upward momentum and add complexity.

Solution

Deploy on Digital Realty's global data center platform that offers the locations and services needed to spend more time on adding value to clients

DigitalOcean's goal was to partner with a data center provider whose growth paralleled their own.

They sought a provider whose locations and scope of services would enable it to keep pace with customer demand for its platform coming from over 170 countries. Additionally, a

Customer Profile

DigitalOcean is a platform constructed for developers who need to launch and scale applications quickly

DigitalOcean's SSD cloud platform can increase the amount of RAM on a server in less than an hour

"From our point of view, Digital Realty understands we are only as good as they are. **We can't grow without their infrastructure being ready for us at all times.** Even an hour or two delay in deploying our on-demand services translates into lost customers for us."

Mitch Wainer, Co-Founder and CMO, DigitalOcean

“Having a trusted, expert partner like Digital Realty on board enables us to responsibly **add capacity as we need it and the flexibility to install it as our customers’ needs demand.**”

Mitch Wainer, Co-Founder and CMO, DigitalOcean

partner that offered reliable remote hands support in resilient, disaster resistant locations. For these reasons, DigitalOcean turned to Digital Realty.

Among Digital Realty’s many advantages was its sheer number of locations, including cities in which DigitalOcean eventually wanted to market its developer-specific services. This included a strong carrier hotel presence and oversight of meet-me-rooms in its facilities. Digital Realty’s flexibility also enabled DigitalOcean to easily add or change network providers based on the quality of service, price, and related requirements.

“If we’re talking last mile providers, for example, they peer with DigitalOcean in the same location. If they are located elsewhere in the world, it’s typically a direct hop from our location to one close to them. This minimizes cost, especially when everyone is located in the same building,” explained Mitch Wainer, Co-Founder and CMO of DigitalOcean.

That included, significantly, DigitalOcean establishing a point of presence in one of Digital Realty’s New York City buildings that Wainer describes as an “institution” in the internet world.

“There is a reason Google wanted to add to its own portfolio of data centers by locating there, its resilience and availability during natural disasters, for example,” he said. “It’s also why Digital Realty was able to provide not just the space we needed, but also uptime assurance that this site was always going to be ready to meet the needs of our customers.”

Digital Realty’s flexible remote hands model also enables DigitalOcean to run lean when it comes to support, capacity, and server deployment.

“Digital Realty’s well-trained remote hands team enables us to fix physical problems faster. They are available to quickly install new hardware as it arrives. As a result we don’t have to turn away customers simply because our infrastructure is sitting in a box somewhere, waiting to be installed,” said Wainer.

In partnering with Digital Realty, DigitalOcean was also able to spend more time creating value-added services

for its clients rather than spending cycles deciding how, when and where to add server capacity.

“Simply put, there’s a lot that goes into running your own data center,” said Wainer. “Having a trusted, expert partner like Digital Realty on board enables us to responsibly add capacity as we need it and the flexibility to install it as our customers’ needs demand.”

Results

DigitalOcean is able to grow while controlling infrastructure costs

The ability to prioritize the business side and focus exclusively on broadening its reach into developer communities has propelled DigitalOcean’s traction in the developer community. Partnering with Digital Realty to secure its power, security, and high-performance network connectivity options has resulted in a collaborative and productive relationship that reinforces its commitment to them.

“When you partner with Digital Realty, you have support from everyone in the organization, from sales and technical support to engineering and everyone involved in setting up your cabinet or cage,” said Wainer. “It’s also allowed us to not overbuild, which keeps our budgets in line without risking capital or sacrificing growth. The company’s pace of demand for its private cloud services grows by more than 500 new customers every day, eclipsing more than 50,000 customers currently. It has also confirmed for Mitch Wainer that the company’s growth and the infrastructure to support it are not mutually exclusive.

“From our point of view, Digital Realty understands we are only as good as they are. We can’t grow without their infrastructure being ready for us at all times. Even an hour or two delay in deploying our on-demand services translates into lost customers for us,” explained Wainer. “And from our customers’ perspective, the strong reputation of a client-centered company like Digital Realty helps them make their choice to ultimately choose us as their cloud provider. For those reasons we feel we made the right choice in partnering with Digital Realty as our data center provider.”

About Digital Realty

Digital Realty supports the world’s leading enterprises and service providers by delivering the full spectrum of data center, colocation, and interconnection solutions. PlatformDIGITAL®, the company’s global data center platform, provides customers a trusted foundation and proven Pervasive Datacenter Architecture (PDx®) solution methodology for scaling digital business and efficiently managing Data Gravity challenges. Digital Realty’s global data center footprint gives customers access to the connected communities that matter to them with 300+ facilities in 50+ metros across 25+ countries on six continents. To learn more about Digital Realty, please visit digitalrealty.com or follow us on [LinkedIn](#) and [Twitter](#).

To learn more about Digital Realty’s global data center footprint, email sales@digitalrealty.com.