Indatel

Indatel, a wholesale network provider, leverages Digital Realty's Service Exchange to offer secure and private connectivity of major cloud providers to its nation-wide members.

*"The relationship between **INDATEL** and **Digital Realty** is a true win-win."*

- JUSTIN FORTE, VP OF SALES, INDATEL

The Carrier

- INDATEL connects 700+ rural exchange carriers, 1100+ POPs and 275,000+ buildings with 100,000+ miles of fiber, linking rural to urban America
- Leveraging strength in numbers, INDATEL enables wholesale carriers to leverage the power of its rural fiber foot print to fulfil national RFP's
- INDATEL Members leverage INDATEL & Digital Realty Cloud solution to meet the demands of their government and enterprise clients

Objectives

- Offer rural enterprises, hospitals, universities and local governments secure private cloud connectivity at reasonable cost
- Offer peer-to-peer connectivity among INDATEL member carriers
- Provide scalable bandwidth and avoid Internet congestion

Key Results

Source: Indatel

- By choosing Digital Realty & Service Exchange, INDATEL: Lets member carriers offer their customers direct, private, secure connectivity to multiple cloud providers

- Eliminates the high set up fees and requirements of individual cloud providers

- Helps members update and diversify their offerings in changing times

- Business and technical deadlines are due to be met, with U.S. deployments expected to be live in 2018

INDATEL

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Point-to-cloud empowerment

When it comes to providing voice and data services to big customers in rural America, INDATEL has always served its members well. Today those customers need cloud access. According to INDATEL's VP of Sales, Justin Forte, initial requests are most often for a particular cloud provider—say, Microsoft Azure or AWS, and they start out small--say,1 gig. If you want to act as a reseller of cloud services, you're looking at a big monthly charge per cloud—about $50,000 a month for a 100 gig board. INDATEL needed to find a better way to empower its members as cloud connectors.

Peer-to-peer connection

Digital Realty's Service Exchange proved to be the perfect answer. Not only does it provide the point-to-cloud access solution customers were looking for, it delivers consistent, secure, private connections to multiple clouds. The solution is scalable—if bandwidth needs increase, so does capacity. And by joining Service Exchange, INDATEL members can effortlessly establish secure peer-to-peer connections among themselves.

The members' sales teams are far reaching and well-respected. INDATEL Members have a trusted partnership with their clients and as cloud demands grow, so do expectations. Service Exchange is the right point-to-cloud solution that solves today's problems and provides a path that is easily scalable for future needs.

"INDATEL is the trusted provider for Fortune 500 companies in rural markets. Service Exchange lets us infuse existing fiber assets with significant new value for our customers."

- JUSTIN FORTE, VP OF SALES, INDATEL

About

Digital Realty supports the data center, colocation and interconnection strategies of more than 2,300 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 cloud and information technology services, communications and social networking to financial services, manufacturing, energy, healthcare and consumer products.

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