

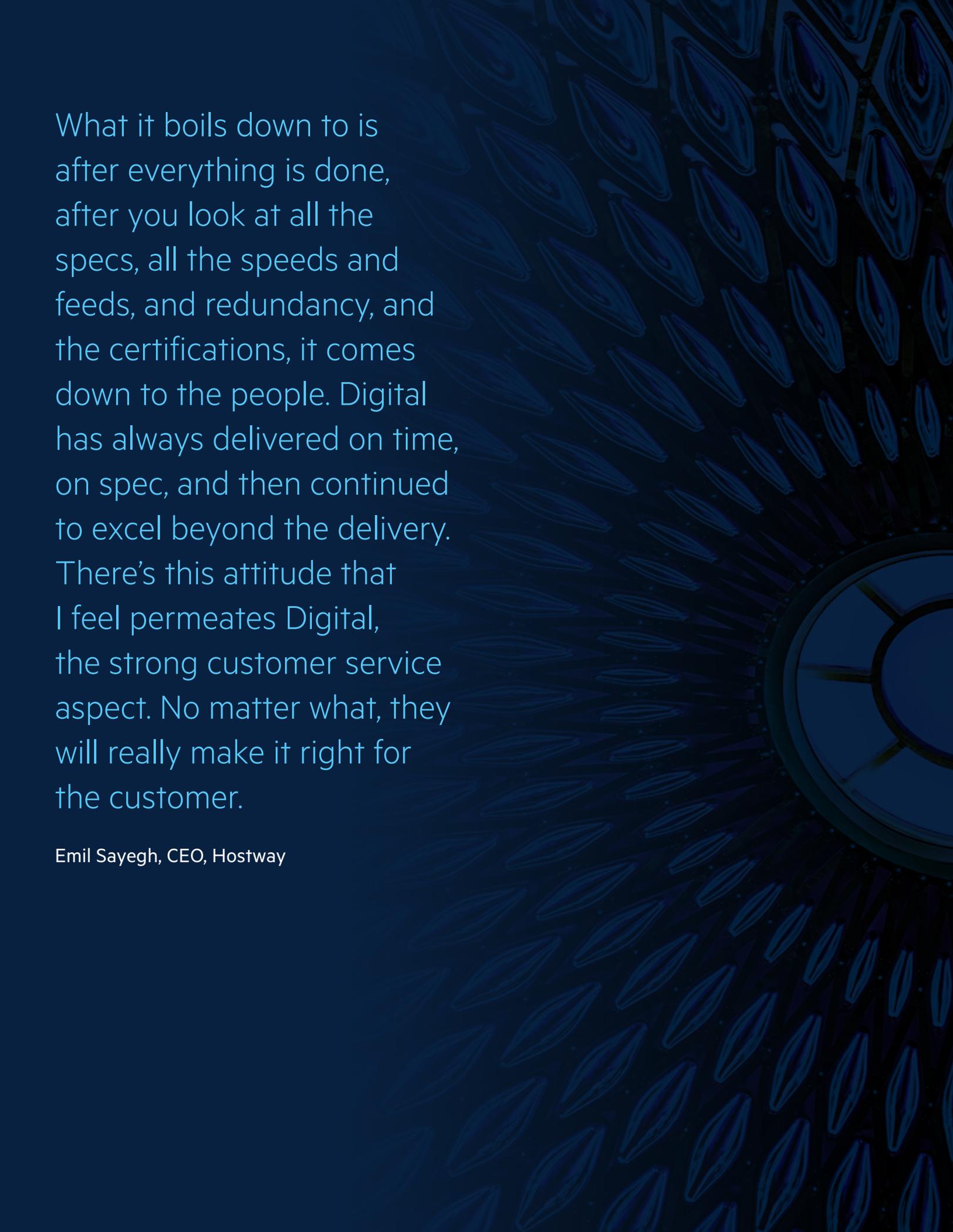


Hostway and Digital Realty

CASE STUDY

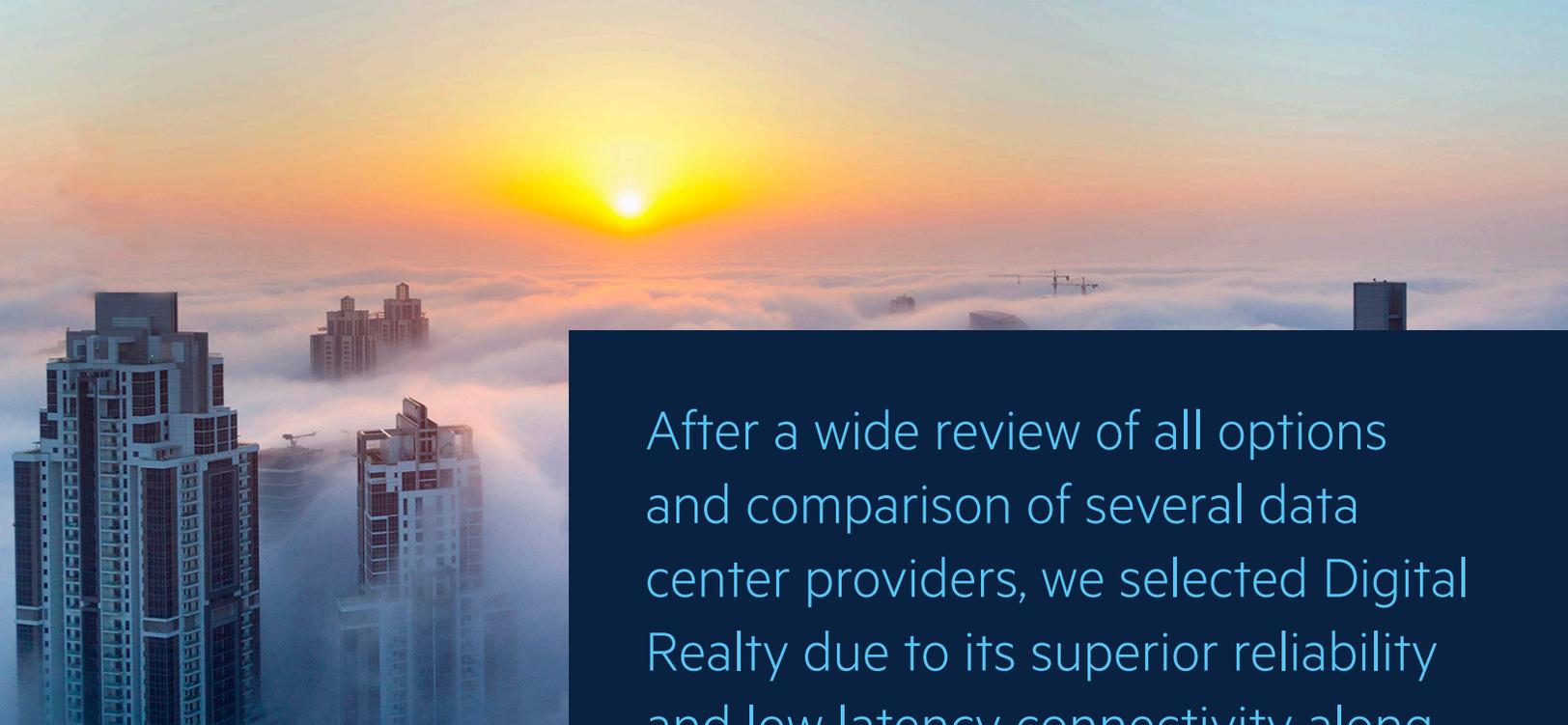


DIGITAL REALTY



What it boils down to is after everything is done, after you look at all the specs, all the speeds and feeds, and redundancy, and the certifications, it comes down to the people. Digital has always delivered on time, on spec, and then continued to excel beyond the delivery. There's this attitude that I feel permeates Digital, the strong customer service aspect. No matter what, they will really make it right for the customer.

Emil Sayegh, CEO, Hostway



After a wide review of all options and comparison of several data center providers, we selected Digital Realty due to its superior reliability and low latency connectivity along with great customer service.

Emil Sayegh, CEO and President, Hostway

Hostway

Hostway, a leading managed cloud hosting provider and specialist in compliant hybrid cloud hosting solutions, partners with Digital Realty for secure, easily-expandable hosting and cloud migration

Hostway has nine locations globally, the newest of which is located in Digital Realty's Austin facility. Hostway serves SaaS, healthcare, financial services, e-commerce, and Internet of Things (IOT) customers, most of which are executing hybrid IT strategies that balance on-premises infrastructure, colocation and public cloud environments.

Hostway is committed to ensuring that its customers' cloud migrations go smoothly, with zero downtime, and have put stringent SLAs in place to ensure their ongoing satisfaction.

A Long History of Excellence

Founded in Chicago in 1998, Hostway quickly globalized, expanding into South Korea in 2000, and later into Australia, Belgium, Bulgaria, France, Germany, India, The Netherlands, Romania and the UK. The company currently has North American offices in Austin, Chicago, San Antonio, Tampa, Vancouver and in Sofia, Bulgaria.

The Trusted Cloud

Hostway's offerings are highly differentiated, focusing on compliance and security with specialization in HIPPA, PCI and ISO. Hostway takes pride in its ability to manage large, multifaceted cloud migrations with zero downtime, conducting successful migration every month involving large, complex applications.

In years of working with Digital Realty, Hostway has uniformly experienced five 9s uptime.

Cloud Migration Experts

Hostway prides itself on its ability to manage large, complex cloud migrations with zero downtime. Its ability to do so is based on long experience, having identified this as a core capability when most enterprises were first hearing about the cloud.

Hostway conducts migrations every month on large, complex applications, a skill set its management team compares to brain surgery – you only want the best doctors, and preferably those who do it daily.

Partnering for Rapid Cloud Expansion

Hostway continues to expand its cloud portfolio in terms of both service breadth and global distribution. Migrating cloud workloads was made easy through Digital Realty's reliable, simple, and secure solutions with an optimal mix of cloud-enabled and privately-supported applications. And with scalable solutions, Hostway can continue to power its future growth on a global scale.

Power of the People

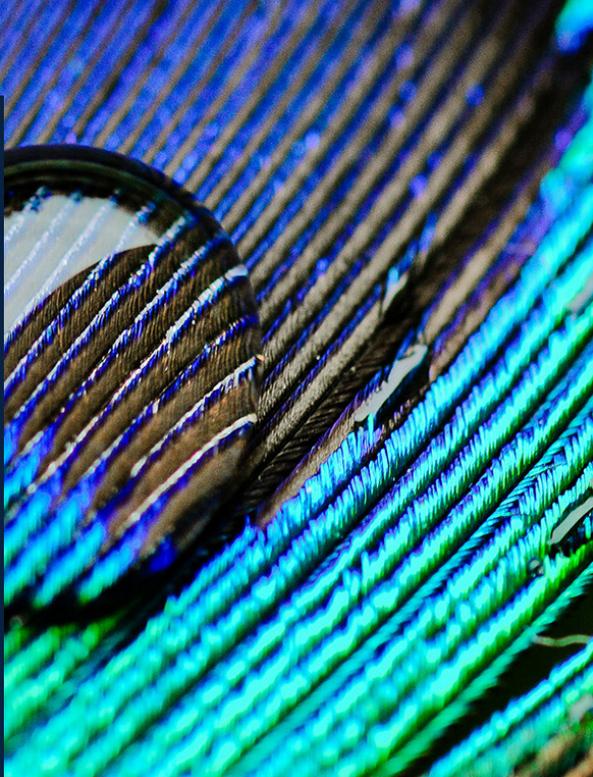
In addition to Digital Realty's excellent resiliency and large global distribution, which allows Hostway to provide services



We view Digital Realty as a global platform with locations all around the world that we can leverage in our growth. Our clients have very specific requirements to comply with various regulations and we can always depend on Digital Realty to help us meet and exceed those.

Emil Sayegh, CEO and President,
Hostway

to existing and new customers, the company places strong value on Digital Realty's people. From the sales team through the contract development process, to implementation and management, Hostway says that Digital Realty's commitment to excellence has never wavered, which, makes it easier for [Hostway] to assure its customers and prospects that their own experiences will be of the highest quality. These high quality experiences is what keeps the business growing.



The Digital Realty Service Exchange offers an unparalleled, extensive list of public cloud providers that is unmatched elsewhere in the market. Data Centers now are much more than just real estate, power and ping. The network connectivity to the public cloud, and other providers are becoming the key factors, and Digital fully understands that.

Emil Sayegh, CEO and President, Hostway

About Hostway

Hostway Services, Inc. is the world's most trusted managed compliant hosting provider, delivering managed cloud infrastructure and application hosting solutions for software companies including healthcare, SaaS and e-commerce focused organizations. Its team of engineers in North America, Europe, and Asia deliver reliable, secure and scalable private cloud, managed cloud and hybrid cloud hosting solutions to thousands of customers across ten geographically diverse SSAE 16 and ISO 27001 data centers around the world while ensuring strict compliance such as PCI, and HIPAA. At Hostway, every customer interaction is treated as an opportunity to develop a long-term relationship based on trust. Visit <http://hostway.com> for more information.

ABOUT

Digital Realty supports the data center and colocation strategies of 2300+ firms across its secure, network-rich portfolio of data centers located throughout North America, Europe, Asia and Australia. Digital Realty is uniquely positioned to deliver interconnectivity with a complete range of solutions on a global scale. Our customers trust the Digital Realty team to combine unparalleled collaboration, network-dense interconnection and real estate acumen to realize the unique power of community - from one rack to hyperscale - across the globe.

FOR LEASING INFORMATION

For a tour of our facility, complementary IT infrastructure consultation or sales information, call or email us at:

SALES

P (877) 378 3282

E sales@digitalrealty.com

For more information, visit www.digitalrealty.com



DIGITAL REALTY