Digital Realty Partner Battlecard

DIGITAL REALTY | *SOURCE CODE*

WHY DIGITAL REALTY & SOURCE CODE

SOLUTIONS BUILT FOR GROWTH
One cabinet to multi-megawatt deployments combined with cutting edge solutions with high levels of customization.

UNPARALLELED GLOBAL FOOTPRINT
Connect to the customers and services that drive your business globally, with DLR's global footprint and Source Code's presence in the US, Europe and APAC

RECORD OF OPERATIONAL EXCELLENCE
Eleven years of 5 nines. Our facilities are designed to support the uptime requirements that support the high level of expected market growth for custom servers and storage

ECOSYSTEM PARTNER
Large customer base at various stages of the Hybrid IT journey to support Source Code's broad set of IT services

PLATFORMDIGITAL™ SOLUTION MODEL
Solve data gravity challenges and scale digital business by implementing the PlatformDIGITAL™ Solution Model.

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OFFERING

ENABLE HIGH PERFORMANCE COMPUTE REQUIREMENTS
- Together, Digital Realty and Source Code, enable high performance compute requirements, being driven by AI/ML/Data Storage/Analytics, which require low latency access to a myriad of cloud service providers in order to properly distribute workloads and workstreams.

HYBRID CLOUD OPTIONS
- Ability to deploy customer-owned gear in a Digital Realty data center with connections to their public cloud(s) of choice.

DEPLOYMENT SUPPORT
- Hyperscale support or support for deployments, such as Nvidia DGX, in a Digital Realty data center with enhanced power and cooling requirements.

QUALIFYING QUESTIONS

- Are you exploring High Performance Compute options?
- What cloud services are you currently consuming?
- What is your current strategy to support large scale storage requirements?
- Do you have complex, compute-intensive applications that could benefit from a customized solution suite?
- Are you exploring or currently implementing AI and ML initiatives where proximity and low latency are important?

IDEAL CUSTOMER PROFILE

CLOUD IT
The most innovative cloud, social media, and IT providers across the globe rely on our data center and colocation expertise to fuel their growth.

FINANCIAL SERVICES
High frequency trading requires low-latency solutions. Our exceptional security, strategic presence in key markets, and direct connectivity to major exchange points are trusted by the world's largest financial institutions.

RETAIL
Retail giants utilize our open, agile solutions to enable their omnichannel strategies, requiring billions of transactions executed across our global footprint.

HEALTHCARE & LIFE SCIENCES
Developments in technology have allowed health systems, pharmaceutical companies, and biotech start-ups to leverage our solutions to deliver critical services for patients and customers.

MEDIA & ENTERTAINMENT
Entertainment clients need to raise the quantity as well as the quality of content they create to attract consumers and drive higher value. This is contributing to the trend in this industry to adopt technologies like AI and ML.

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Partner Battlecard

PlatformDIGITAL™

The global data center platform to host critical infrastructure and interconnect digital ecosystems, providing a trusted foundation to scale your digital business.

Platform Digital Solution Model is the physical implementation of a Pervasive Datacenter Architecture Strategy – bring users, networks, clouds systems and things to the data, which removes barriers of data gravity, creates centers of data exchange to accommodate distributed workflows and scales digital business

Be In Control | **Be Connected** | **Be Optimized**