NETWORK SERVICE PROVIDER

Growing IaaS solutions provider looks to Equinix to empower new markets, partners and opportunities

"In terms of our development, we only work with partners that comply with professional norms, demonstrate commitment and have global reach. And we found that Equinix was able to deliver on these three key criteria."

David Chassan, head of marketing and sales, Outscale

Executive Summary

Outscale offers organizations the highest possible cloud performance and security standards via their business class IaaS (Infrastructure as a Service) resources. One of the company's primary aims is to support business agility for its main customers, such as independent software developers and start-ups, serving the fields of the Internet of Things (IoT), Big Data, machine learning and smart cities.

Business Challenge

With the rapid development of the sectors it serves, Outscale needed to expand its global presence to offer customers "follow the sun" IaaS cloud services. These services provide multiple global presence points, which allow efficient replication of workloads across locations, as well as the ability to scale workloads according to local demand. They required a data center solution that provided flexibility, the ability to seamlessly expand, and unparalleled security. Outscale chose Equinix for its new business activities in the major markets of France and the United States.

Approach/Solution

For Outscale, Equinix offered significant leverage in terms of promoting and developing its services.

In France, Outscale installed its cloud system in the Equinix PA4 data center in Pantin (Paris). In the U.S., it deployed an Equinix presence in both New York and San Francisco Equinix metros in order to cover the U.S. market on both coasts. Using this approach, Outscale's "follow the sun" infrastructure became a reality thanks to advantages such as Equinix Cloud Exchange™, which provides multiple direct on-demand connections to multiple cloud services from a single port. Now, the company's customers can quickly benefit from powerful automated calculation, storage and back-up resources that can easily be scaled up.

Customer Profile

History
Created in 2010 by Dassault Systems, Outscale delivers high performance cloud services. Outscale's technology was developed using a unique model that enables international customers to comply with local regulations. Located in France and the USA, the company currently has more than 800 customers.
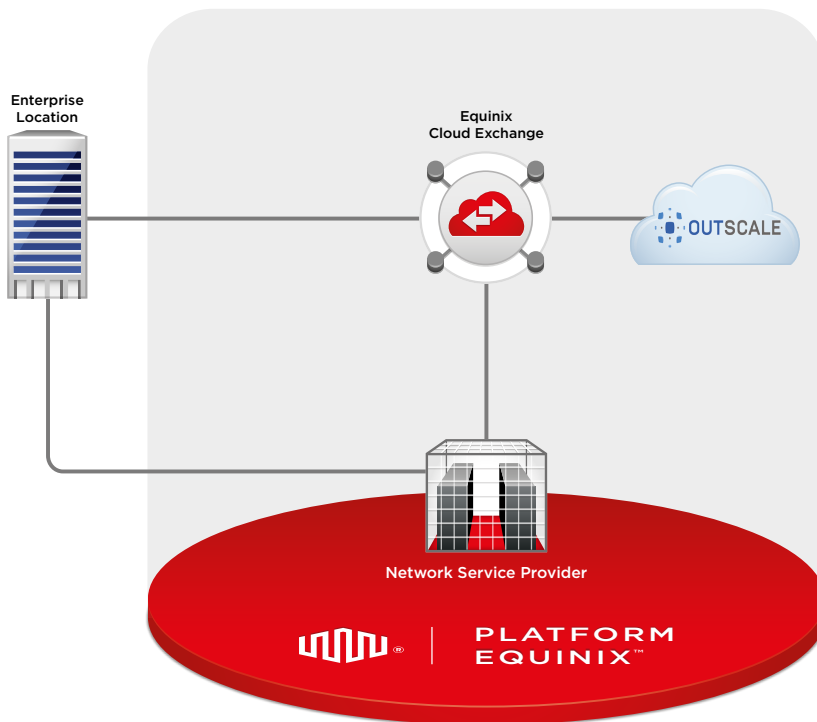
Headquarters
Saint-Cloud, France
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Today, Outscale can focus on its international development with total peace of mind and offer its services to a larger customer base without fearing a loss in performance. Plus, the company is able to offer its cloud resources to all types of customers within a market.

Benefits and Business Results

- Customers can easily access all Outscale offerings, wherever they are located

- Interoperable API processes more than 10,000 queries/second

- Up to 10,000 incoming/outgoing operations processed per second