

Datapipe evolves their virtualization platform into a comprehensive cloud solution with Citrix CloudPlatform

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Ed Laczynski

VP of Cloud Strategy and Architecture at Datapipe

Datapipe is a global computing and IT services provider helping customers outsource complex IT problems from a single vendor. Datapipe’s unique ability to react quickly, solve problems and understand their distinct customers’ needs has made them a leader with Fortune 500 and Global 2000 companies. Datapipe provides services from nine strategically located data centers in the United States, United Kingdom, Hong Kong and China.

The challenge: evolve to meet the cloud demand

With the growth for cloud services, Datapipe sought to evolve their already successful virtualization platform—Stratosphere—to meet new demands. Customers wanted to control their infrastructure without having to always use managed services and Datapipe needed a cloud architecture that could be replicated globally to capitalize on new markets. Maintaining consistency for their existing managed services customers was another key to the success of the platform. “We wanted to evolve Stratosphere without having to change or alienate our existing customers,” says Ed Laczynski, the VP of Cloud Strategy and Architecture at Datapipe.

Datapipe explored various options for their new cloud platform. They looked into developing a custom cloud platform, but knew the development costs and schedule wouldn’t meet their business and time to market objectives. They also researched cloud solutions from different hardware vendors, but didn’t want to be locked into a proprietary solution. “Hardware vendors wanted to sell us an entire closed solution. We wanted the openness to pick and choose best solutions for each and every part of our cloud,” remarks Laczynski.

The solution: a 360 degree cloud solution

After researching their options, Datapipe selected Citrix CloudPlatform™ powered by Apache CloudStack for the flexibility, openness and feature richness it afforded them. CloudPlatform evolved Stratosphere into what Laczynski calls a “360 degree cloud solution,” where Datapipe provides public, private, hybrid and managed cloud services from a single platform. “One of the cool things about CloudPlatform was the ability to have different cloud models without having different products or architectures,” says Laczynski.

Key solution benefits

- No lock-in solution
- Scalable, replicable architecture
- Datacenter efficiencies and cost savings
- Customer choice and flexibility
- Superior vendor support

Citrix products

- Citrix CloudPlatform powered by Apache CloudStack
- Citrix NetScaler
- Citrix XenDesktop
- Citrix XenApp

Citrix helped expand the services Datapipe offered on top of Stratosphere. The hypervisor neutral approach meant they could add new hypervisors while supporting existing solutions. In addition, Datapipe is providing load balancing and traffic management services with Citrix NetScaler® and subscription based virtual desktop and applications using Citrix XenDesktop® and Citrix XenApp®.

The ability of CloudPlatform to meet technical requirements was not the only factor that led Datapipe to their decision. They looked closely at the support and expertise different vendors provided and found that Citrix was the most prepared and eager to help bring the solution to fruition. “Of course CloudPlatform had to meet the technical muster, be hypervisor-neutral, have access to source code and API’s, but those are just the table stakes. What helped us chose Citrix was the support and the collaboration with the Datapipe team. That was number one,” explains Laczynski.

The benefit: top line growth, bottom line savings

CloudPlatform is helping Datapipe drive top line growth and bottom line efficiencies. Expanding into new markets with a compelling, differentiated cloud solution has increased the number of larger, more strategic opportunities that were previously out of reach. “We’re seeing strategic growth, larger RFPs and getting recognized by industry analysts like Gartner,” says Laczynski. CloudPlatform also brings datacenter efficiencies, enabling them to scale without adding more bodies giving them cost savings at the bottom line, all the while providing a better service than before.

Now customers are finding a cloud solution that lets them choose the type of services and support that’s right for them. “Everyone is looking for cloud services, but their needs are different. CloudPlatform gives them flexibility and choice without forcing them into a single cookie-cutter cloud service,” says Laczynski. With self-service as a key capability, customers are happy because they can provision workloads on-demand and only pay for what they consume. Meanwhile, managed service customers are equally satisfied with faster, more nimble one-hour deployments compared to five-day deployments in the past.



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