



## Digital Realty Selects Ciena to Drive Scalable Cloud Interconnectivity Across Asia Pacific

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- *The collaboration aligns to Digital Realty's open interconnection manifesto, expanding access to Ciena's Data Center Interconnect (DCI) solution through PlatformDIGITAL®*
- *Aims to unlock trapped value impeding customers' digital transformation efforts and tackle data gravity head-on*
- *High capacity network to accelerate connected data communities in Tokyo, Osaka, Singapore, Hong Kong, and Sydney*

SINGAPORE & HANOVER, Md.--(BUSINESS WIRE)-- Digital Realty (NYSE: DLR), the largest global provider of carrier- and cloud-neutral data center, colocation and interconnection solutions and Ciena (NYSE: CIEN), a networking systems, services and software company, have a signed an agreement to deliver an open, secure and dynamic cloud-based interconnectivity to customers across Asia Pacific. As a key milestone on Digital Realty's roadmap for open interconnection, the new connectivity options further enable connected data communities on [PlatformDIGITAL®](#) through the integration of Ciena's DCI solution.

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PlatformDIGITAL® is a first of its kind global data center platform designed to enable customers to scale digital business. The collaboration with Ciena represents a significant milestone to enhance open interconnection, unlock trapped value and remove legacy barriers to digital transformation as outlined earlier this year in Digital Realty's open letter to the industry. Digital Realty and Ciena will combine expertise to tackle the challenges of data gravity head on and focus on laying the physical and virtual foundations through Ciena's DCI solutions and Digital Realty's Metro Connect service, that aims to truly enable connected data communities and support transformative outcomes for customers across all industries.

The announcement comes at a time when demand for digital infrastructure and access to cloud services is rapidly growing, with the [Data Gravity Index DGx™](#) projecting a significant growth in compute power requirements by 2024. This reflects a growing trend among global customers towards deploying and connecting large hybrid data infrastructure footprints across multiple global sites.

"Data gravity across Asia Pacific is reaching incredible new levels with increased digital workflows and massive bandwidth demands driven by 5G, gaming, digital entertainment and Internet of Things (IoT). Enhancing Digital Realty's network with Ciena's coherent optics enables us to not just sell space, power, and security management facilities but also bundle DCI capabilities for customers at the lowest operational cost," says Robert Davidson, APAC Head of Network Strategy at Digital Realty.

Ciena's DCI solution will allow Digital Realty's customers to reach provider ecosystems beyond primary customer deployment, scale data center footprint and establish connectivity between deployments, and enable Digital Realty to be a one-stop shop for interconnectivity. Digital Realty's customers will also have expanded data center options without compromising cloud and network connectivity needs by choosing facilities connected to premium Internet Gateways.

"With a more dynamic network that can adapt to escalating demands, Digital Realty transcends the limitations for on-demand content and positions its customers for success. Ciena's DCI expertise also helps to fast-track Digital Realty's sustainability initiatives to minimize environmental impact and optimize the use of energy to deliver improved performance," says Rick Seeto, Vice President and General Manager, Asia Pacific, Ciena.

Digital Realty is future-proofing data centers to provide maximum performance while improving density and minimizing footprint across [Tokyo](#), [Osaka](#), [Singapore](#), [Hong Kong](#) and [Sydney](#) to serve the surging demands from enterprises, global content networks (GCNs), and over the top (OTT) players.

"Digital Realty is changing the topography of the Internet across some of the most important and fastest growing metros in the world, particularly in APAC. The region has emerged as the largest data center market and is poised to become an enterprise data powerhouse. The collaboration with Ciena puts Digital Realty in an excellent position to serve the surging demands and enable customers' growth with our combined capabilities and shared interest in a new, sustainable open model for interconnection," says Mark Smith, Managing Director for APAC at Digital Realty.

Digital Realty operates a network of industry-leading data centers in Asia Pacific, with locations in Singapore, Hong Kong, Tokyo, Osaka, Seoul, Melbourne, and Sydney. It is implementing Ciena's [6500 Reconfigurable Line System](#), [Waveserver Ai compact interconnect platform](#), and [Manage, Control and Plan](#) domain controller, enabling high capacity DCI and disaster recovery/backup between data centers.

### About Digital Realty

Digital Realty supports the world's leading enterprises and service providers by delivering the full spectrum of data center, colocation, and interconnection solutions. PlatformDIGITAL®, the company's global data center platform, provides customers a trusted foundation and proven Pervasive Datacenter Architecture PDx™ solution methodology for scaling digital business and efficiently managing Data Gravity challenges. Digital Realty's global data center footprint gives customers access to the connected communities that matter to them with 291 facilities in 47 metros across 24 countries on six continents. For more information, please visit [digitalrealty.com](https://digitalrealty.com) or follow us on [LinkedIn](#) and [Twitter](#).

### About Ciena

Ciena (NYSE: CIEN) is a networking systems, services, and software company. We provide solutions that help our customers create the Adaptive Network™ in response to the constantly changing demands of their end-users. By delivering best-in-class networking technology through high-touch consultative relationships, we build the world's most agile networks with automation, openness, and scale. For updates on Ciena, follow us on

Twitter [@Ciena](#), [LinkedIn](#), the [Ciena Insights blog](#), or visit [www.ciena.com](http://www.ciena.com).

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This press release contains forward-looking statements which are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. For a list and description of such risks and uncertainties, see the reports and other filings by the company with the U.S. Securities and Exchange Commission. The company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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