The bridge to possible

Dropbox: Journey to 400G

Ali Zafar, Head of Hybrid Infrastructure

Ali Zafar, Head of Hybrid Infrastructure

Agenda

- Dropbox as a Company
- Dropbox Infrastructure
- The Need for 400G
- 400G Journey
  - Implementation
  - Challenges
  - Key Learnings & Best Practices
- Forward Looking

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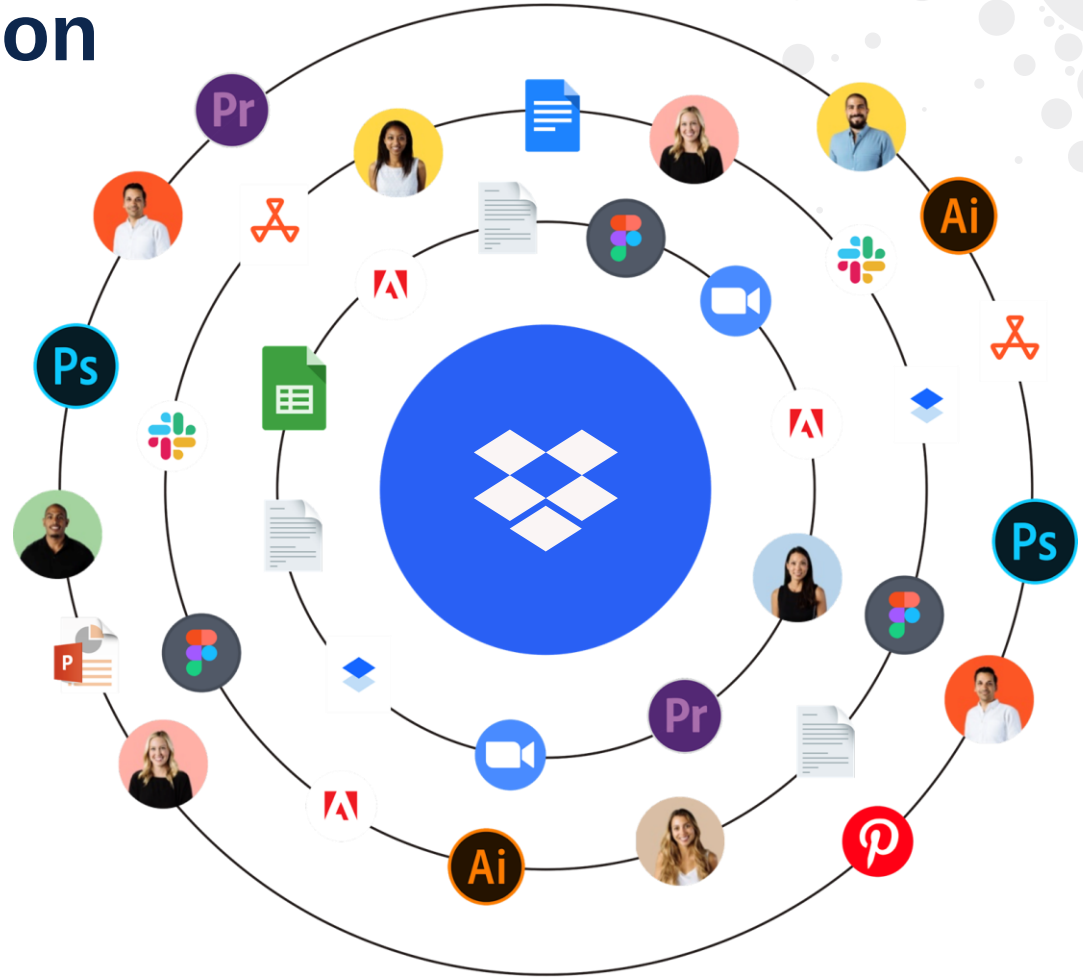
Global Collaboration Platform at Scale*

700M+
registered users

550B+
pieces of content

17.55M
paying users

80%
of users use us for work



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Growth Drivers

Execute

Convert & Retain:

- Drive registered users to become paying users of Individual and Team plans

Uplevel:

- Raise awareness to existing users of premium plan features and new products

Innovate

New Product Experiences:

- Leverage scale and user insights to enhance existing products and drive adoption of new ones

Expand into Workflows:

- Invest in integrations and native capabilities to enable more workflows beyond FSS

Product Experiences

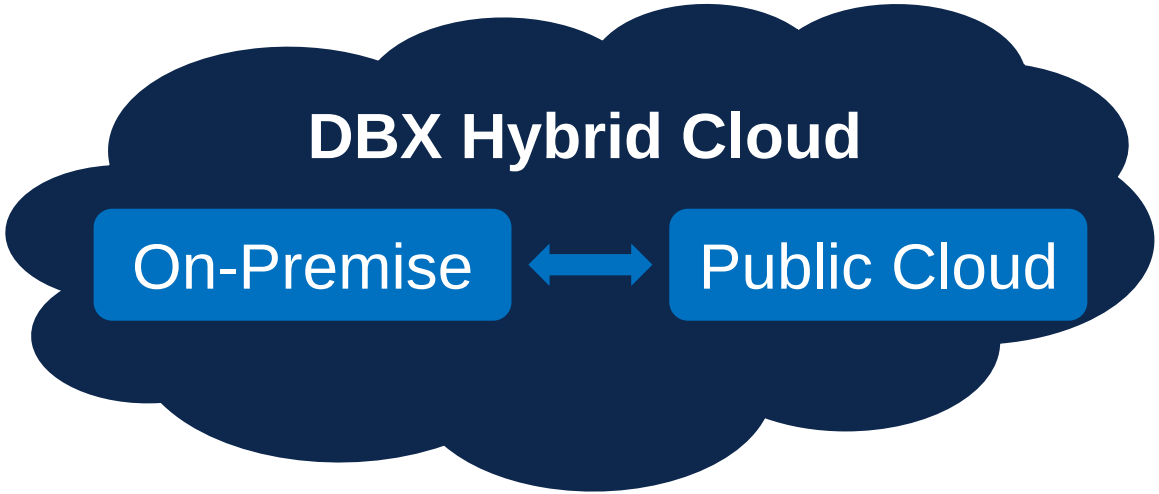
Dropbox Capture

Dropbox Sign

Dropbox Paper

Dropbox is developing new product experiences for distributed teams & creatives

Hybrid Infrastructure



Unique position to utilize technology from key partners like Cisco with our hybrid cloud model

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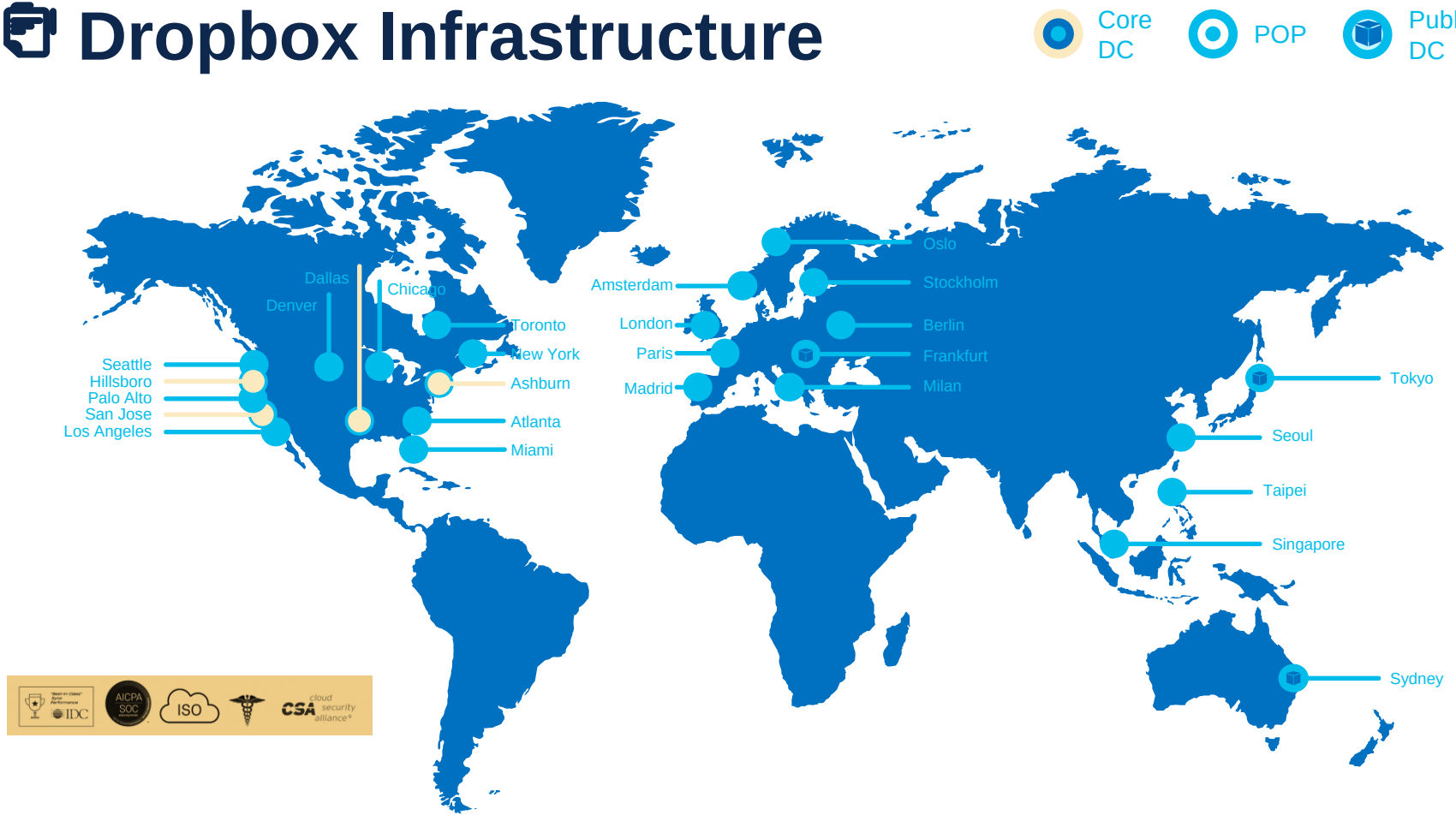
Dropbox Infrastructure

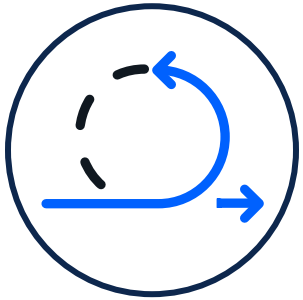


Build vs. Buy?

Time To Market

Product launches

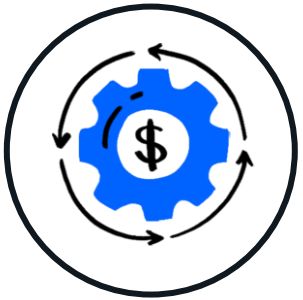
International expansion



Scale

Agility

Business growth

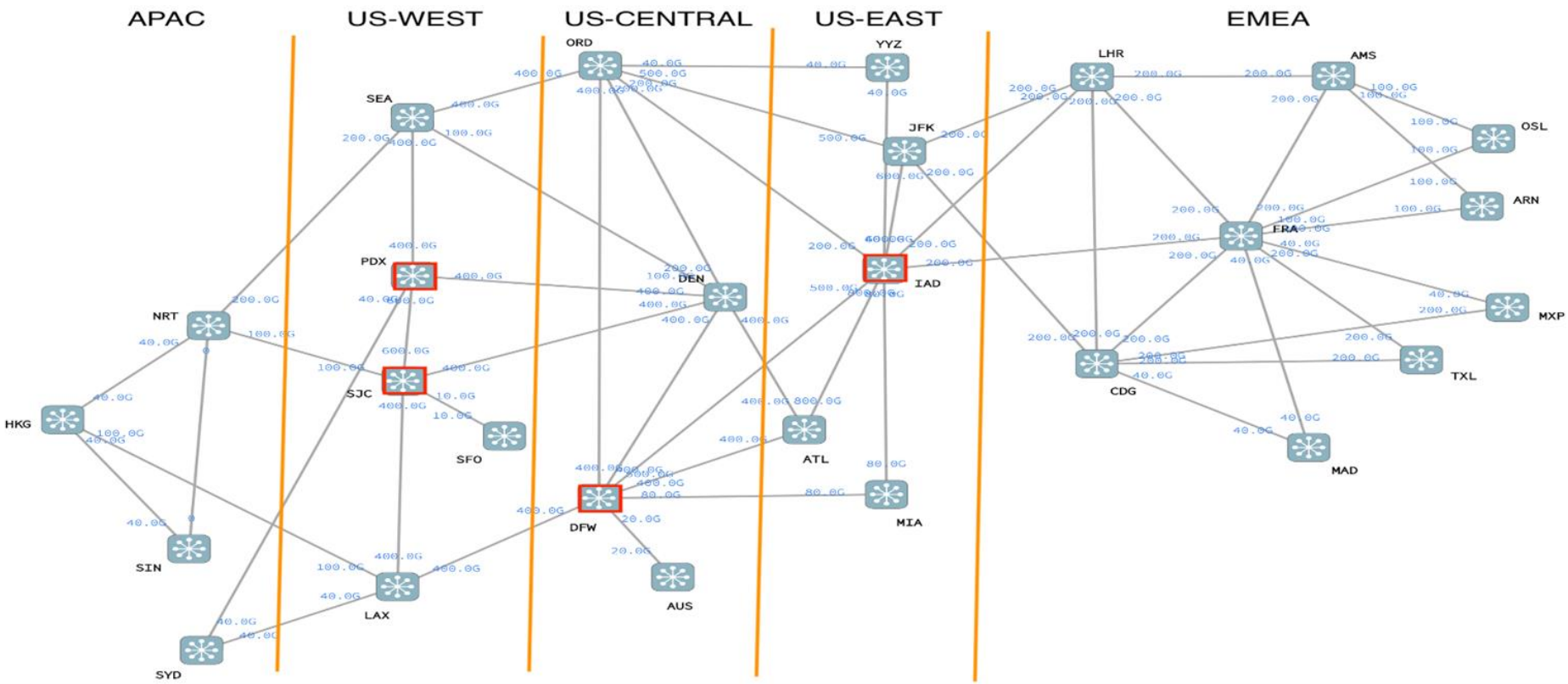


Total Cost of Ownership

Unique use cases

Leveraging Technology

Network Architecture



The Need for 400G

100g

Technology Maturation

Industry 400G innovations

Efficiency Gains

Achieving more with less

Complexity Reduction

Greater reliability with less resources

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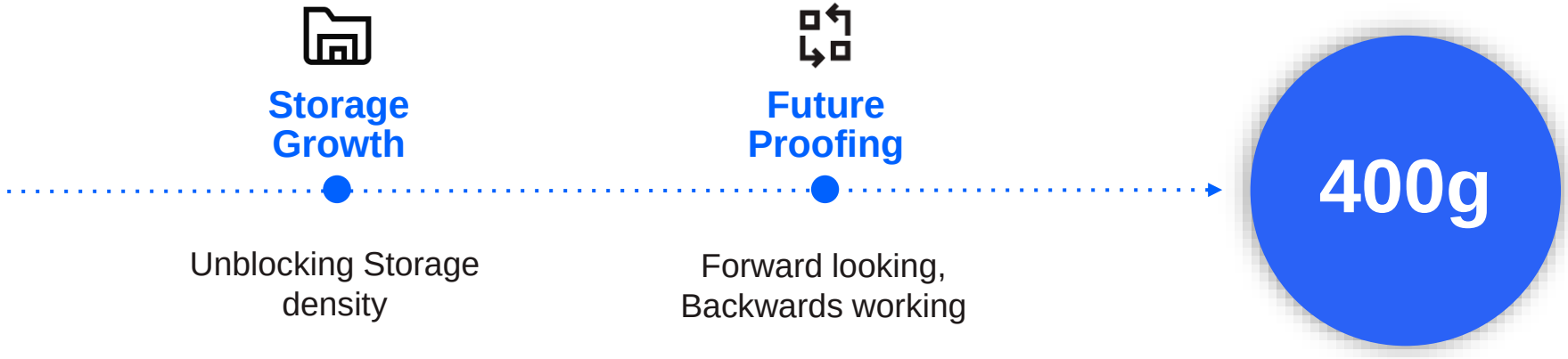
The Need for 400G



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Implementation Strategy

Right Time, Right Place

- Focus on tiers with the highest constraint
- Phased approach to grow with the technology

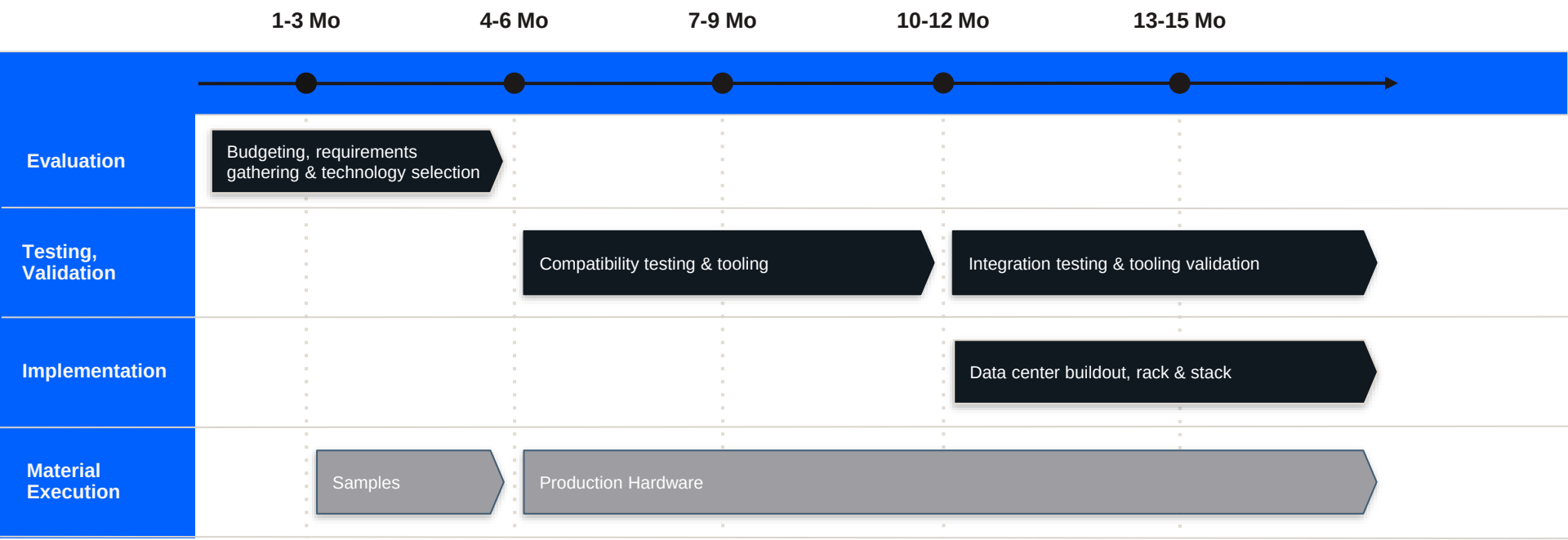
Backwards compatibility

- 400g capable
- 100g supportable

Simplify it

- Architecture redesign
- Device consolidation

The Journey - Datacenter



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Implementation Challenges

Supply Chain

Long Lead Times

Delays

The Unknown

Cutting edge tech

Varying standards

Interop

100g ↔ 400g

Multi platform

Failure Domain

4x larger

Reliability models

Key Learnings

Plan accordingly

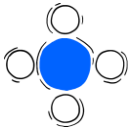
Buffer in schedule

Contingency plans

Collaborate

Vendor expertise

Internal & external



Build flexibly

Assess the entire network

Evaluate all options

Test rigorously

Torture testing

Integration testing

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Forward Looking

400G Across the Network

New Innovations

Cost Efficiencies

Design Optimization

Summary

Build vs. Buy

Private Cloud Benefits

- Performance as a product differentiator
- Total Cost of Ownership

Public Cloud Benefits

- Time to market
- Flexibility

400G Journey

Need for 400G

- Dropbox Multi-Product journey
- Network traffic growth

400G Considerations

- Can’t overhaul? Phase it!
- Plan early & Test everything
- Collaborate with partners

Q&A
Moderator: Liz Loftin

The bridge to possible

Thank you

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