

## Case Study

# Multinational mass media conglomerate turns to Datalink for guidance on storage/backup of 7 petabytes of data during merger review

## The client

The client is a multinational mass media and entertainment conglomerate.

**The challenge:** Enable a short-term solution that combines the benefits of on-premise storage and backup and the financial model of public cloud

The client company had agreed to enter into a merger with another communications giant. In the course of the deal being reviewed by the U.S. Department of Justice, the client's legal team put a hold on all of the company's corporate data. It was to be held throughout the process. This placed a tremendous strain on the organization's storage and backup infrastructure, which did not have the capacity to accommodate a hold that was expected to last roughly a year.

The client needed a rapid, fully coordinated solution that brought together the right people, technical skills, processes, tools, and project management to enable the offloading of copies of data from the designated points in time. This would allow them to go back and remove extended retentions on primary storage snapshots and backup systems, thereby easing the capacity strain.

## Industry:

Technology

## Location:

Eastern U.S.

## Solution:

- End-to-end project management involving migration from three different platforms
- NetApp On Demand
- 10 petabytes of available storage capacity
- NetApp On Demand hosted by FAS8200 series controllers running DOT 9

## Datalink services:

- Field engineering
- Project management
- Managed services

## Benefits:

- Comprehensive solution for the expected one-year data hold
- Full data sovereignty
- On-premise solution with financial model of a public cloud offering
- Fully managed storage and backup capabilities with one monthly invoice



## The solution: NetApp On Demand and a term-based consumption model

Initially, the client considered a capital purchase for implementing the storage needed to provide the capacity for the legal hold. However, knowing that the data would be released after approximately a year, they were interested in a more temporary solution.

Next, the conversation turned to cloud offerings. That idea was ultimately discarded, as data sovereignty was a critical matter that required an on-premise solution. In the end, it was decided that NetApp On Demand would be the right way to provide the additional capacity. Offered in three service tiers that center around IOPS/TB, the solution can easily scale up or down based on the client's needs.

Critical to the success of the initiative was complete end-to-end project management. Datalink managed all aspects of the process, from assembling the skilled and experienced team, to selecting the necessary tools, to performing the advanced configuration. Datalink then executed the migration of data from three different technology platforms using three different tools, and also delivers ongoing support and management of the new environment.

## The benefits: An on-premise solution with the financial model of a public cloud offering

Following the highly challenging migration of a huge volume of data, the client now has a custom-designed solution in place to accommodate an overall capacity need in five sites of 10 petabytes of data. It is hosted by FAS8200 series controllers running DOT 9. The client also has expert oversight of the new storage from Datalink's Managed Services team.

What's more, the company is taking advantage of a best-of-both-worlds scenario, with the benefits of an on-premise solution and the financial model of a public cloud offering. The monthly flex rate for the NetApp On Demand capacity is rolled into the managed services costs to provide a fully managed solution with one monthly invoice.

## Making IT happen

Datalink helps organizations transform technology, operations, and service delivery to meet business challenges. We provide expert guidance on IT investment, working with clients to deliver comprehensive transformations that enhance service levels, support growth, increase operational efficiency, and reduce risk.

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