



Case Study

Educational Services Company Gets a Modern, Cloud-Scaled Storage Solution

The client

The client is an educational services company committed to closing the gap between ambitious learners and quality employers. The company offers learning opportunities to a diverse student population through online, campus, and blended platforms. Students can earn associate, bachelor's, master's, and doctoral degrees.

The challenge: Replace existing VNX arrays and leverage Pure Storage footprint

The company was using VNX arrays in production and Disaster Recovery (DR) environments that were up for renewal. Its IT leaders were eager to identify cost-effective solutions that leverage existing infrastructure while extending to the cloud. The company's board was also putting pressure on the CIO and IT organization to expand the company's cloud footprint.

The company is quite agile and open to making transformational changes — the leadership understands and embraces the inherent risks and challenges, as they know it is well worth it in the long run. As a long-time Insight client, the company turned to us to present viable options.

Industry:
Education

CDCT provided:

- Executive presentation
- Design assistance
- Strategic guidance
- Installation and configuration of Pure Storage

CDCT services:

- Professional Services

The solution: Strategic direction to identify the optimal hybrid cloud platform

The Insight Cloud + Data Center Transformation (CDCT) team presented market research and analysis that provided an overview of the state of the industry, particularly in regard to storage, cloud, and cost optimization strategies.

One tactic discussed was using Nasuni, a global file system that lives in cloud object storage. This solution is a hybrid cloud platform that consolidates Network Attached Storage (NAS) and file server silos in cloud storage, delivering infinite scale, built-in backup, global file sharing, and local file server performance. Insight advised the client that several of our other clients have deployed Nasuni for secondary or tertiary storage and then archiving to the cloud.

We suggested licensing the client's 135TB data set as follows

80% of cold/archive data tiered to cloud (108TB)

20% of hot/primary data (27TB)

- 50% of this data set licensed for "synchronization" with DR

Based on our consultative guidance, the company reached out directly to Nasuni and requested a Proof of Concept (PoC). The results were overwhelmingly positive, and the client team went forward with implementing the solution in their environment. The company is already using the Nasuni® solution for 175TB of data and counting.

The benefits: Consolidated infrastructure with cloud scale and high performance

The client has been working with Insight for more than 10 years and regularly calls upon us to act as a trusted advisor and provider of IT services (we are currently working on a network and Storage Area Network (SAN) refresh).

Our consultation allowed the client to quickly identify the right solution for and install the Nasuni system to utilize Pure Storage® arrays as a high-performance local cache while extending storage to the cloud. Nasuni virtual appliances carry zero-dollar costs, so the company can spin up as many of them as needed. The solution provides the best of performance and cost optimization for the client's data.

Benefits:

Rapid time to value



Cloud-enabled solution and cloud scale

Scalable, simple file services platform



High performance and local storage

Infrastructure consolidation



Cost reduction and avoidance

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