DataCanopy

Financial Services Firm

CHALLENGE

Data Canopy was introduced through a partner to a large, Washington, DC-based financial services provider who requested a quote for two cabinets of colocated data center hosting. Their on-premise data center had leaking air conditioning units and the IT team was under tremendous pressure to find a suitable environment for critical infrastructure.

As part of Data Canopy's initial discussions and discovery process, the following was uncovered in addition to the pressing data center hosting challenges:

- Aging hardware
- Ad-hoc network architecture
- Out-of-date applications and operating systems
- Growing security concerns

The internal IT team recognized the need to modernize and evolve the management and maintenance of core infrastructure and had an eye toward a longer-term virtualization strategy projected to span the next five years. The Data Canopy team of experts suggested that the timeline could be moved up significantly and consulted with the financial services company to see how to make that a reality while staying within their solution requirements and budget constraints.

SOLUTION

Data Canopy brought in experts in network architecture, data center infrastructure, cloud computing, storage, and cyber security to consult on the company's current environment. The financial service provider was sensitive to excessive capital expenditures, so Data Canopy explored solutions where the financial service provider would leverage Data Canopy's virtual environment on a monthly basis. The company had strict uptime and security requirements to ensure member data is secured and regulatory requirements are maintained. In order to guarantee the security and uptime needs were met, Data Canopy developed a strategy to migrate infrastructure. o a virtualized environment hosted in a Tier III facility with a geographically redundant disaster recovery solution, with a guaranteed sub-one-hour RTO. The daily incremental backups ensure all development and member data updates are replicated and secure in a virtual disaster recovery environment located more than 1200 miles away.
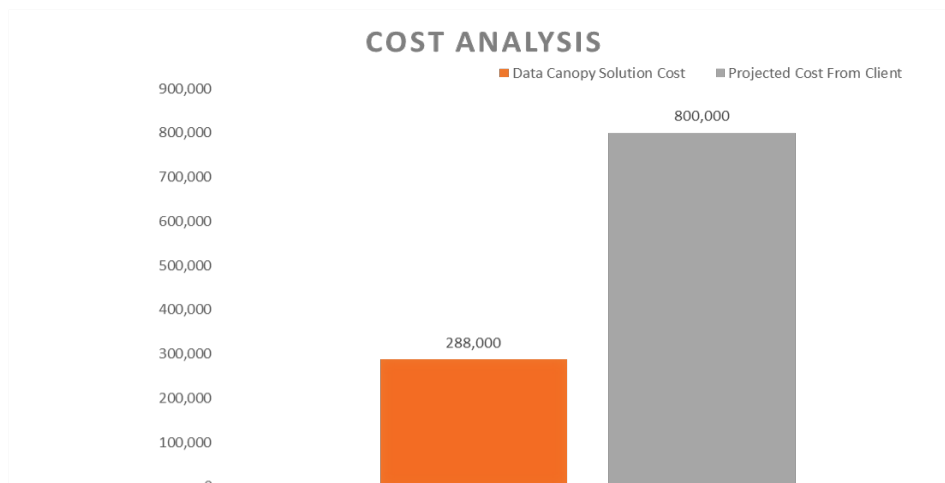
To support the remaining physical infrastructure, Data Canopy migrated the servers to its Tier III data center facility on net with the virtual environment. The migration strategy and plan was carefully orchestrated with the internal IT team to keep downtime to an absolute minimum and ensure no data was lost in the process. Following the successful migration and modernization, a three-day training was held to educate the employee base on all changes to the systems they depended on.

SOLUTION (CONT.)

In order to address the company's cyber security concerns, Data Canopy leveraged the Phalanx Trident solution. This solution monitors the network for rogue devices, unauthorized access, firewall compliance, and ransomware or malware attacks. Shortly after installation, the company had an incident where a rogue device was detected on the network, isolated, and impact was limited and remediated. The proposed solution would not only resolve immediate needs to ensure the security and availability of their physical infrastructure, but also provide a robust and redundant virtualized environment for 85% of the client environment. As a result of Data Canopy solution, the company was able to leapfrog its timeline for modernization, streamlining management, guaranteeing uptime and backup, and stabilizing the entire infrastructure to better serve its members

RESULTS

The client projected their IT infrastructure costs to be projected to $800,000 per year. Data Canopy's solution resulted in coming in under their projected cost at $288,000 at $12,000/per month. A significant cost savings to the client.

COST ANALYSIS

■ Data Canopy Solution Cost ■ Projected Cost From Client

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