

### CHALLENGE

An Oil and Gas production and process equipment company was introduced to Data Canopy to address their IT and storage issues as along with external hosting requirements for their environment.

The challenges presented to Data Canopy included requirements for:

- A solution to centrally store data that was previously hosted across several locations within different offices and managed by different vendors.
- A static cost rather than a bill that changed monthly
- A clear SOW on the migration of their ERP system and associated data with strict timelines
- A robust disaster recovery and business continuity solution
- A strict budget of under \$10,000/month

### SOLUTION

Data Canopy was introduced to review the Oil and Gas company's IT infrastructure and develop a strategic, cost-conscious solution. Several other vendors had already developed a solution and landed in the range of \$14.5K and \$17K per month with a significant capital expense for hardware required.

### SOLUTION (CONT.)

Data Canopy consulted with the company and performed a deep-dive analysis of the disparate locations and IT infrastructure, including the virtual machines and ERP environment. Data Canopy presented a solution that would leverage a data-freeze period over a weekend to migrate the data for each location and begin live-backups and disaster recovery for each environment. To reduce backup times, sites with lower bandwidth availability were able to upload local data to a NAS device and ship that device to the data center housing the cloud infrastructure for quick upload of the required data.

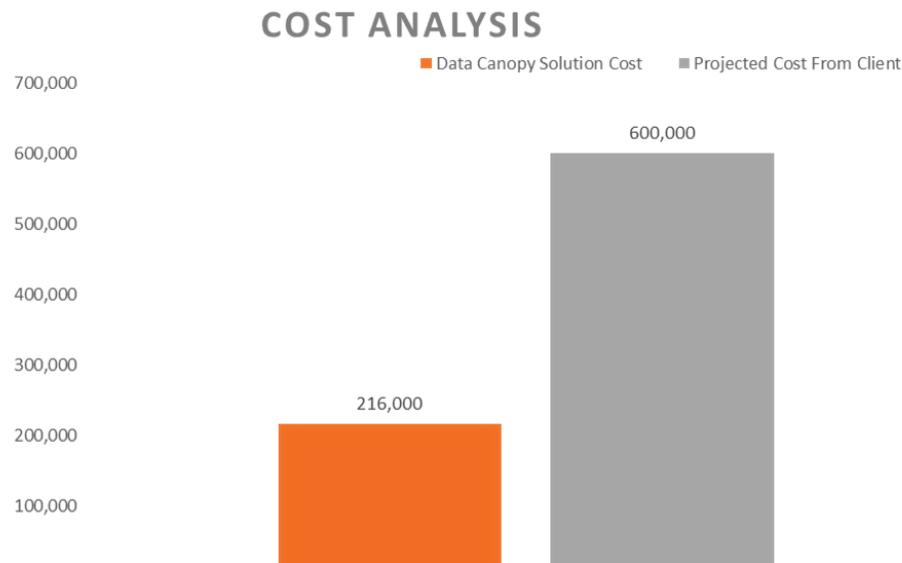
As each environment came online, all infrastructure was hosted within the same VMware environment with a live, geographically redundant DR solution that utilized Veeam replication.

In keeping with the client's requirement to pay per resource (CPU and RAM) as it increased in capacity for specific VMs, Data Canopy was able to provide a solution that allowed for 25% growth on private hosts before any additional cost was incurred for resources. This satisfied the need for a static cost and growth capacity within initial quotations.

## RESULTS

Data Canopy resolved the Oil and Gas company's issues by providing it with a customized data hosting solution that made day to day application and IT management simple, and at a cost that was within their stated budget. The Oil and Gas company gained:

- The ability to scale virtual resources up by as much as 25% before incurring additional charges
- A disaster recovery strategy that secured the organization's data offsite to better protect the company from outages with a recovery time guarantee of under one hour – DR was not a component of the client's former environment, but was included in the Data Canopy solution at a lower price point than what the company had previously paid
- The role of application management was eased by placing all applications under one roof



Overall Data Canopy came in under-budget with capacity for growth, at \$9K/month. This saved the customer nearly \$600K in Cap Ex cost, and \$5K in monthly recurring spend. The transformation met aggressive timelines and restrictive budget to enable the highly regulated company to ensure its data is secure, highly accessible, and protected from disaster.