

A Marine Company uses AWS Storage Gateway Solution for Scalable & Cost-effective Storage

About the Client

The client is one of the leading marine company in New Zealand which helps to buy a boat, build boats & provide other marine services, having 10,000+ employees. The client owns and manages the popular Auckland on Water Boat Show, a consumer-focused program called Discover Boating and industry program, such as the New Zealand Audit Boat Building Standard Compliance Plate Certification (CPC) program.

At a Glance

INDUSTRY | Marine Transportation

LOCATION | New Zealand

USE CASE

The client is a leader in the marine industry needed help to preserve data on distinct location like the AWS cloud to configure where the HA & data retention so that data will be available in case of primary storage down..

CHALLENGES

Backing up sensitive data to local storage in their on-premises data center, the client didn't have a secondary storage solution to house the data for extended periods of time and to get a professional DR.

Business Challenges

The client has SAN array of 30 TB data used for various business purposes. Building the DR site was a challenge when it comes to buy, upgrade and maintain storage on remote location. The maintenance cost kept on rising during last 3 years. Further in a few cases DR performance was not satisfactory to support business challenges.

Our Approach

Royal Cyber's AWS architects proposed a solution that helped the client to resolve all storage based DR issues. Below technologies played a key role:

- 1 Cloud based low cost on-demand storage for objects using S3
- 2 Cloud based storage DR site using AWS Storage gateway

The solution included the configuration of AWS Storage gateway volume on DR-site. The data from primary SAN kept on syncing in real-time that made applications to switch towards DR within seconds still having most recent data. The performance and industry benchmarks were achieved by thorough QA tests.

RESULTS

The client gained the following benefits:

- 1 No downtime & single point of failure once they moved to AWS Cloud
- 2 A hassle free data storage backup solution in the Cloud
- 3 Easy to deploy & manage
- 4 Encrypt data on transit between on-site & AWS storage volume
- 5 Pay as you use pricing model

SOLUTION

After the assessment and implementation process, a solution leveraging AWS Storage Gateway helped the customer reduce overall storage cost while easy to manage, deploy & provision on the AWS cloud with no upfront commitment & price.

Key Takeaways

- › 70% increase in ROI
- › 60% increase in business continuity efficiency
- › 50% decrease in TCO

About Royal Cyber:

Simplifying IT for Customers & Partners

Royal Cyber Inc. Headquartered in Naperville, IL is a leading software organization that provides services ranging from application development and deployment to training and consultancy. We commenced the operations in the year 2002 as a specialized Technology provider striding in as a software deployment service provider, assisting clients to meet the standards and demands of doing business in the rapidly changing marketplace. Today we stand tall as a **One Stop Shop for all your IT needs.**

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