

CASE STUDY

Fundamentals and Cohesity Partner to Offer Self-Service Infrastructure-as-a-Service Offerings with Enterprise Data Protection

Introduction

Based in Enschede, Netherlands, Fundamentals is an Infrastructure-as-a-Service provider, with seven datacenter locations across the Netherlands, including four datacenters with production resources. The company was founded five years ago and serves a diverse set of customers who require IT infrastructure management and services, including clients who want to outsource day-to-day IT management. Fundamentals meets the needs of enterprise companies, both small and large, to provide managed services, backup and recovery, disaster recovery, and overall IT infrastructure management.

Challenges

Many Fundamentals clients need comprehensive IT management, and in particular a solution for simplifying backup and recovery. Many customers look to work with Fundamentals for production environments and for outsourced infrastructure, as well as secondary data storage solutions. With exponential data explosion and growth, and the move to virtualized ecosystems, Fundamentals experienced roadblocks with legacy infrastructure and needed a solution that could easily scale, to offer solutions to small and large clients with a consistent price model. Day-to-day management of legacy architecture was becoming difficult and costly to manage, and many backups were failing or nearly impossible to complete.

Fundamentals was looking for a single solution to securely protect virtual data centers with the capability to scale for multiple tenants. As a service provider, Fundamentals needed to meet customer demands for simple and secure backup with self-service, and specifically enable clients to protect Virtual Machines, servers, and additionally replicate and archive to the cloud.

Fundamentals aimed for the following capabilities in a secondary storage solution:

- Single platform for backup and recovery with scalability to meet client demands
- Ability to offer multi-cloud services with unified management from web-scale platform
- Enable consistent business pricing model with the ability to offer pay-as-you-grow for clients
- Provide multi-tenancy support to enable self-service backup and recovery for customers



INDUSTRY

Service Provider

USE CASES

Backup and Recovery

WORKLOADS

VMware vCloud Director

"Fundamentals is pleased to partner with Cohesity to offer simplified backup and disaster recovery services to customers from a single, web-scale platform. We rely on automation and orchestration to ensure consistent and rapid deployment of our services. We're proud to be an early tester of secure multi-tenancy and tenant self-service at scale. As a Cohesity Powered partner, we're able to quickly drive operational efficiency, while enabling customers to realize faster time to value and drive innovation."

LARIK-JAN VERSCHUREN,

CEO,

Fundamentals, B.V.

Solution

Following an introduction at VMworld, Fundaments chose Cohesity to manage its secondary storage infrastructure and move away from its legacy environment. The service provider has a business concentration in the Netherlands and provides storage-as-a-service and other managed backup services for a large number of smaller clients. After implementing Cohesity for all secondary storage operations internally across all its data centers, Fundaments began to offer Cohesity Powered services to its customers.

Fundaments will work closely with Cohesity to implement multi-tenancy functionality. Cohesity integrates with VMware vCloud Director, enabling Fundaments to securely protect virtual data centers for single or multiple tenants at scale. The web-scale platform from Cohesity will allow Fundaments to offer self-service Cohesity Powered services to customers for secure data protection.

Results

Since deploying Cohesity, Fundaments can offer new managed services to its customers. The company has improved backup and recovery for its own operations while also extending benefits to its clients, including superior backup and recovery times, consistent price models and overall lower total cost of ownership (TCO).

As data growth continues to explode, legacy storage is much more costly and difficult to project future costs. Now, Fundaments is able to easily forecast customer need, and scale seamlessly to meet client requirements.

With a single platform for managing backup, recovery, and cloud storage, Fundaments can offer a variety of managed services with tiered storage options, without worrying about the scalability of the infrastructure.

Fundaments recently deployed Cohesity on-premises to a major global automobile company for local data backup and recovery, with replication to Fundaments for cloud backup and archival. Cohesity's flexible platform will enable Fundaments to offer additional managed services in the future for disaster recovery and a broader range of options for cloud backup and replication. With client data growth between 10 and 20 percent per year, and requirements for certain government clients to store data for up to seven years, Fundaments can tailor and automate managed services to customers based on need and scope.

Since deploying Cohesity, a major benefit includes Cohesity's capabilities for capacity optimization and advanced global deduplication. Verschuren explains, "Let's say we're running

5,000 virtual machines and if they are all backed up with Cohesity's deduplication feature, then only one Windows OS is stored and all VMs can run off that one instance, creating tremendous efficiency for our customers. The simplicity and self-organizing features of the Cohesity solution make it easy for us as a service provider to pass along not only cost and time savings, but to offer a broader range of managed services for backup and recovery to best meet our customers' secondary data needs."

With the integration of VMware vCloud Director to the Cohesity platform, Fundaments is able to securely host multiple customers at scale, and to offer tenant self-service. A flexible web-scale platform allows Fundaments to offer predictable price points, a pay-as-you-grow model, multi-tenancy support and services, and to provide customers the self-service they require.

Benefits of the Fundaments and Cohesity partnership include:

- Flexible, simple and intuitive web-scale platform to manage more than 1PB of data across diverse set of enterprise customers
- Integration with VMware vCloud Director for self-service data protection, and automated backup and granular recovery
- Advanced global deduplication and data compression create efficiency and reduce TCO
- Ease of use and manageability enabled by Cohesity Powered services

Recap

Fundaments has not only transformed its own secondary data operations with Cohesity, but can also extend benefits and additional managed services to its customers. The flexibility of the Cohesity platform to enable hybrid and multi-cloud environments, self-service backup and recovery, as well as disaster recovery services, allows Fundaments to create efficiencies of scale and quickly deliver innovative services across a diverse set of customers.