



SUCCESS STORY

State and Local Government

PROBLEM SOLVED

The IT provider for a major U.S. East Coast city had two options: It could build another data center or it could transition to the cloud. Rather than waiting for a months-long procurement process, this organization adopted the NetApp® Cloud Volumes ONTAP® cloud-based solution. Within days, the IT provider replicated upwards of 80TB to the cloud, freeing up significant space in its data center.

IT Provider Surges Ahead in a High-Speed Race to the Cloud

Technology moves fast, but some government agencies do not. One of the biggest obstacles for city or state IT providers to overcome is the procurement process. It's hard to stay agile when it can take months to purchase or to upgrade IT services or solutions. One central IT provider for a large U.S. East Coast city avoided this lengthy transition period by adopting a NetApp cloud-based solution.

This IT provider wanted extra storage capacity but could not wait several months to get it. The provider plays a critical role in the city, overseeing an operating budget of several hundred million dollars, serving more than 120 city agencies, and employing over 1,000 people. In this case, service disruptions are not only expensive, they're potentially dangerous. The city could not afford any outages due to infrastructure changes or modifications. At the same time, because the city generates massive volumes of data daily, the IT provider wanted a cloud-based solution so that it could scale at will, on demand, and without a lengthy acquisition process.

Another NetApp solution delivered with:



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A DISASTER-PROOF MIGRATION PLAN

The IT provider had already used ONTAP, NetApp's flagship storage management software, for many years and knew the product well.

Before finalizing the agreement, the IT provider completed an evaluation of Cloud Volumes ONTAP and saw that the transition to the cloud would be seamless. The same features for the on-premises solution were also available through the cloud.

The IT provider already had a contract in place with Amazon Web Services (AWS), so the process of replicating and migrating its data to the cloud started immediately.

The stakes were high, but the plan was executed smoothly. Within a few days, the provider finished replicating between 80TB and 100TB of data, freeing up significant space at the data center and reducing the provider's overall cost of ownership.

TRANSITION TIME: NONE

Because the IT provider's infrastructure was already running with ONTAP software, the provider did not need to pay for additional training for its staff or hire new employees. The IT provider, which has been focusing on modernizing its infrastructure, is now exploring ways that it can use ONTAP in other areas. It's a reasonable strategy, given that the city has already realized hundreds of millions of dollars in savings since its first foray into the cloud some years ago.

In this particular case, because it is optimized for hybrid infrastructures, ONTAP is the most appropriate solution. The IT provider can move data between the cloud and its on-premises data center, at the provider's convenience, without service interruptions. And with the NetApp Cloud Volumes ONTAP solution, the IT provider can expand its storage system as needed, without losing any of the features or capabilities that the on-premises version provides. It's an optimal situation, in which the quickest and most convenient solution also happens to be the most secure and cost-effective one.

SOLUTION COMPONENTS:

NetApp Cloud Volumes ONTAP

NetApp SnapMirror® replication technology

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