



SUCCESS STORY IT Services



ADVANCED UNIBYTE | PROBLEM SOLVED

Advanced UniByte enables flexible cloud services and near-instantaneous disaster recovery with NetApp® FAS, E-Series, AltaVault™ cloud integrated storage, and StorageGRID® Webscale.

Advanced UniByte: New Cloud Service Offering with NetApp

With more than 20 years of experience in designing custom IT solutions, Germany's Advanced UniByte helps businesses of every size turn data into a competitive advantage. Advanced UniByte's portfolio of cloud and software-as-a-service offerings provides a secure, fast, transparent, and reliable platform for development and innovation. Using NetApp FAS, AltaVault, and StorageGRID Webscale, Advanced UniByte delivers the always-on data availability and effortless flexibility its customers depend on.

Fast and reliable recovery
in **minutes,**
not hours

Improved operational
efficiency

 NETAPP.COM/CONTACT



“We have been able to expand our cloud service considerably thanks to the new NetApp solution. We can now serve the entire market, regardless of whether customers use NetApp solutions or not.”

Michael Maier
Director of the AU Service Center

AU offers comprehensive IT solutions in the critical areas of high availability and data protection. Customers trust its many years of experience in the IT industry. Awarded “Best System House of the Year” several times, AU is familiar with IT processes and challenges and responds by offering customized solutions. Customers appreciate AU’s range of modular services. The customer decides on AU’s level of involvement, whether as a training partner, IT infrastructure expert, or managed service partner.

Regardless of the industry, data is the heart of the company. If the data becomes unavailable, the entire company comes to a standstill—for just a short while in the best-case scenario and forever in the worst. AU is aware of this responsibility and offers its customers tailored solutions that feature distinguished AU quality: GOOD. AUTHENTIC. DIFFERENT.

THE CHALLENGE

Adapting the range of services to new market requirements

Advanced UniByte GmbH (AU) offers cloud services to its customers and therefore requires an environment that enables secure, fast, transparent, and reliable data storage.

Digitalization, Internet of Things, cloud: AU is taking advantage of

these market trends. That is why the company, which until recently was active only as a system house, has been offering its own cloud services to customers for 4 years. “Our services have thus far been oriented towards customers who, due to their IT infrastructure conditions, are unable to establish redundancies,” says Michael Maier, director of the AU Service Center. “As a result, they were not in a position to spatially separate their data protection from their productive data. We incorporated these backup and disaster recovery services into our cloud.”

The provider focuses on a secure, reliable, and transparent range of services. “Our old storage solution was extremely static and not agile,” explains Bruno Stanek, director of Solution Architects at AU. “We were not flexible when it came to our customer systems, and therefore were able to support only extremely limited configurations and solutions in this regard. We were also not in a position to satisfy a number of requirements that have long been considered standard.”

THE SOLUTION

Fast deployment

To close these functional gaps, the authorized NetApp service provider decided to install new NetApp solutions. As a long-standing partner of NetApp, the company applied its extensive expertise to implement

BUSINESS BENEFITS

- High-availability cloud services (BaaS, DRaaS, PaaS)
- Fast and reliable recovery of customer data
- High flexibility and scalability for future expansion

the systems themselves in the shortest time. NetApp AltaVault forms the basis of the new solution, which functions like a cloud gateway during backup.

This solution makes data storage to the cloud extremely fast. Inline deduplication and compression mean that far less data is stored in the cloud and can be transferred faster. Behind the scenes, NetApp E-Series enable simple and flexible administration as well as automatic configuration of the storage, including high scalability. Furthermore, the storage area network (SAN) offers high performance and availability through dynamic and automatic rebalancing. The result is improved operational efficiency as well as reduced space requirements for the data center.


In addition to AltaVault and E-Series, StorageGRID Webscale was also installed, optimizing the storage of rapidly growing volumes of unstructured data. Therefore, the company also fulfills the storage requirements for data retention times, availability, and performance.

New cloud services offerings

"Thanks to the NetApp solutions, we are able to offer our customers a completely new cloud solution. It enables fast and reliable recovery of important customer data in just a few minutes."  The basis of this new service is a solution concept configured to the respective infrastructures," says Adrian Jopp, solution manager at AU. "Physical servers are transferred to our data center using an independent replication agent and can therefore be recovered in the event of a catastrophe. As a result, our

customers profit from tried and tested NetApp technologies that reflect their systems in one of the most secure data centers in Germany. Therefore, the data can be made available locally using a mobile storage unit in the event of a catastrophe."

Because the solution is highly scalable, service providers can continually expand their data centers as their customer base grows.

"Our own cloud service has been expanded considerably," explains Stanek. "We are now in a position to serve the entire market, regardless of whether customers already use NetApp solutions or not. We are especially pleased that after just 14 days of operation, we were able to attract three customers who are now relying on the new solution."  AU is well positioned for the future and can also react to unforeseen events.

SOLUTION COMPONENTS

NETAPP PRODUCTS

AltaVault

E-Series 2724 & 2760

FAS8020

StorageGRID Webscale

THIRD-PARTY PRODUCTS

Cisco UCS C-Series blades

VMware vSphere

LEARN MORE

www.netapp.com/us/media/ds-3661.pdf

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