

CGS SAVES OVER 50% ON DISASTER RECOVERY COSTS WITH CLOUDENDURE

Overview

As its business grew, CGS realized that maintaining a secondary data center for disaster recovery purposes wasn't a cost-effective strategy for long-term growth. To support its cloud platform that hosts enterprise resource planning (ERP), virtual desktop, and IaaS services, CGS turned to CloudEndure for a more efficient, cloud-based disaster recovery solution for its hundreds of mission-critical servers.

When the secondary facility is officially decommissioned over the next few months in favor of CloudEndure Disaster Recovery, CGS will decrease its annual disaster recovery expenses by 50%, eliminating the costs of duplicate management overhead, connectivity, software licensing, hardware, and more.

Company

CGS is a business applications, enterprise learning, and outsourcing services company. Headquartered in New York City, CGS employs more than 7,500 professionals across the globe. The application solutions division includes two ERP practices and a technology solutions practice.

The Challenge

Until recently, CGS implemented disaster recovery through a colocation data center on the West Coast. However, as its business scaled up, CGS had to keep buying duplicate hardware, software, and connectivity resources for the secondary location as well as additional cloud compute resources — all of which might never actually be used.

As a result, Michael Brandi, VP of the Technology Solutions Division, and a team of five managers and technical employees started looking for a cloud-based disaster recovery model that could give CGS the cost efficiency of a more on-demand experience.

With hundreds of mission-critical servers, including large ERP databases, the team couldn't afford to choose a solution that required compromise. They needed a good automation engine for VM provisioning, unlimited continuous data replication, and integration with public cloud infrastructure services.

The Solution

According to Brandi, the team "looked at many disaster recovery solutions, but couldn't find a product that not only replicated data, but also rapidly orchestrated the provisioning of virtual machines in the event of a disaster, until we came across CloudEndure."

Brandi explains, "The best way for us to test was to use a client in the process of implementing our ERP platform. These were real servers that weren't in full production yet. Testing with these servers covered all the different aspects of our needs, from clustering to shared disks to anything else that was configured for the client. We replicated to AWS using CloudEndure, and tested networking, failover, and automation — and everything went well. That was when we decided to become a customer."

Orchestration of the cloud replica — the provisioning and creation of virtual machines — is the real game changer from CloudEndure. No one in the market has a product that's even close.



Michael Brandi
Vice President of the Technology Solutions Division at CGS



CGS's Challenges

- High cost of maintaining secondary data center for disaster recovery purposes
- Expensive duplicate cloud compute resources for a disaster that may never occur
- Achieving continuous replication at an affordable price rather than using snapshot solutions with high RPO and performance impact
- Finding a seamless cloud-based solution that can handle large databases

CloudEndure's Solution

- On-demand, cloud-based disaster recovery solution that eliminates need for duplicate resources
- Continuous data replication with sub-second RPO rather than intermittent snapshots
- Automated disaster recovery orchestration
- Large-scale agent installation without requiring reboot
- Simple, automated failback

Results

With the main goal of decommissioning the secondary data center, CGS has replicated hundreds of client servers in AWS through CloudEndure. Brandi reports, "We're moving forward with replication on a client-by-client basis. As we phase out clients, we decommission their replicas in the secondary facility. When we've replicated all of the clients in AWS with CloudEndure, we can start to decommission the facility and realize the cost savings we are looking for."

Brandi estimates that when "the software costs of CloudEndure and AWS are compared to CGS's current DR solution, CGS can save 50% of its DR costs annually with the new cloud-based disaster recovery solution."

During disaster recovery drills it has already implemented, CGS has seen a significant reduction in recovery time — from 4 hours with the physical secondary location to just about 1 hour with CloudEndure. According to Brandi, "Orchestration of the cloud replica — the provisioning and creation of virtual machines — is the real game changer from CloudEndure. No one in the market has a product that's even close from that perspective."

Not only has CGS benefitted from fast, scalable, and efficient disaster recovery, but their customers will now also get to enjoy the advantages of CloudEndure Disaster Recovery. As Brandi explains, "We were so impressed with CloudEndure's DR solution that we decided to incorporate it into our cloud services offerings."

Insider Tips

When looking for a disaster recovery vendor, Brandi recommends that you "Look at all of the features and ask each vendor to show you how the solution handles databases, clusters, physical and virtual machines, large disk sizes, and failback. Most vendors will say they have a solution, but it's often not as elegant as you would expect. Seeing how the process actually occurs in a demo or POC is critical."

And for companies who choose to deploy disaster recovery in the cloud, Brandi suggests that you test your failover regularly: "You'll find that there may be a few gaps when you initially failover from a network configuration, whether it's how you handle IP addresses or certain firewall rules, so you need to go through an end-to-end test."

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Among CloudEndure's Customers



About CloudEndure

CloudEndure provides Disaster Recovery and Live Migration for all applications, allowing enterprises to mobilize entire workloads to and across clouds with near-zero downtime and no data loss. Our Live Workload Mobility technology provides continuous, block-level replication and application stack orchestration — at the touch of a button, within minutes, and with the latest data. CloudEndure supports physical, virtual, and cloud-based infrastructure as sources and Amazon Web Services (AWS), Google Cloud Platform (GCP), Microsoft Azure, VMware, Openstack, Oracle Cloud, and Alibaba Cloud as target locations. Whether you are seeking a Disaster Recovery solution or Migration tool, or both, CloudEndure ensures all your systems are always available. CloudEndure – All Systems Go.™