40% Savings with Storage as a Service

JSJ Corporation includes several distinct businesses, which are all supported by centralized services, including IT. In order to drive maximum productivity across the company, IT is focused on delivering premium services, uniformly to all locations while maintaining the leanest IT budget possible. JSJ implemented Nasuni Storage Infrastructure as a Service to deliver local access to files, integrated, superior data protection and centralized management of data - all while driving towards a 40% reduction in file storage costs.

Drivers

- Reducing costs for file storage
- Accelerating file access performance
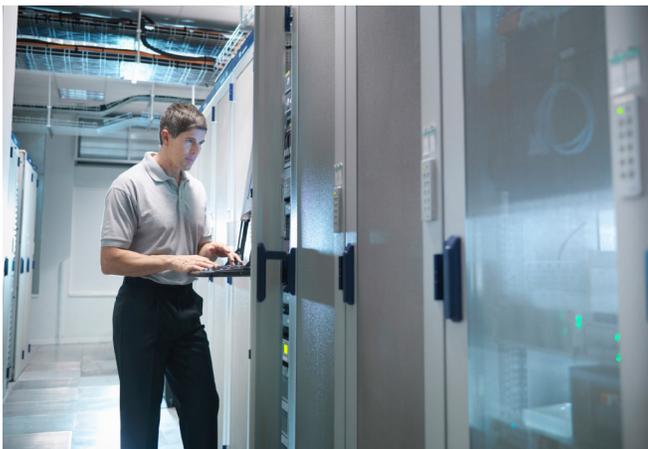- Improving data protection

Requirements

- Centralized management of data
- Consistent, reliable storage in 20 locations
- Low-cost endpoint solutions

Nasuni Solution

- $300,000 cost savings over five years
- Fast, reliable access to data in all locations
- Flexibility to support a dynamic environment

JSJ Corporation, located in Grand Haven, Michigan, is a 95-year old durable goods company. Manufacturing and design teams are distributed across 28 locations worldwide. This global manufacturing footprint means that employees in multiple locations share key resources, requiring access to the same files and information. Therefore, the IT organization is tasked with providing cost effective, efficient data protection and access to end-users around the globe.

JSJ's Pain

Dave De Young, Vice President and Chief Information Officer at JSJ Corporation, leads an organization tasked with centrally providing services to all businesses, in order to achieve greater leverage from IT. The primary goal of the organization is to improve services to all businesses in order to reduce costs and improve productivity across the entire company.

Ineffective File Distribution

The distributed team structure at JSJ requires that the same file be accessed at each location. The IT organization initially implemented centralized storage in headquarters and WAN optimization to deliver files when and where they needed to be. However, this solution was not working and Engineering teams were rebelling due to long wait times for file access. Engineers in some locations were reporting up to a 20-minute wait to load a single set of CAD drawings.

Expensive, Unreliable Backups

The existing centralized storage system was extremely expensive. One specific resource drain was enterprise backup in the data center – requiring copious amounts of management and personnel time beyond the initial financial investment. In addition, some remote locations still required local backup. China, in particular, experienced significant challenges with unreliable and frequently failing backup systems.

Solution

Dave and his team evaluated Nasuni Storage Infrastructure as a Service (SIaaS) along with several similar solutions. The improved data protection, distributed access to data, and cost-effective solution drove JSJ to select Nasuni for file services in all locations.

Access

JSJ implemented Nasuni SIaaS to deliver fast, local access to files with true centralized management for IT. Files are now available locally in each location, eliminating time wasted waiting for files to download. Design and manufacturing teams distributed across the globe are accessing the same files, increasing productivity and end-user satisfaction.

> **"Nasuni SIaaS is the way file storage and performance should be."**
>
> — Dave De Young, Vice President and Chief Information Officer

Backup

To address the challenges with unreliable backup solutions, the SIaaS storage controllers include built-in data protection at each location. The result is superior data protection delivered uniformly across all locations. The previous 24-hour data-loss window was reduced to minutes and IT centrally manages data protection without additional investment required for a backup solution.

Agility

With Nasuni, data is always available in every location; access is provided by storage controllers deployed at each location. New offices are up and running in no time. When a virtual storage controller is deployed and connected to the service, the new location can immediately access all corporate data stored in Nasuni. The availability of virtual appliances increases flexibility of data access, while keeping costs low and hardware footprint to a minimum.

Cost Savings

Lowering costs were of paramount importance to JSJ. Switching to the Nasuni storage service resulted in a 40% ($300K) data storage cost savings for JSJ, with significant savings originating in these key areas:

- **MPLS Bandwidth –** file traffic now travels over the public internet as opposed to MPLS
- **Backup Systems –** built-in data protection eliminates the cost of separate backup systems
- **Hardware NAS –** virtual storage controllers replace traditional hardware NAS solutions

In addition, the Nasuni service is a consolidated storage solution sold based on volume; this allows JSJ to have an accurate view of storage costs and charge each individual business based on usage.

Why Nasuni

The fully integrated Nasuni solution including storage controllers, cloud storage and end-to-end services and support means that JSJ has a true storage partner and a single point of responsibility for file services. JSJ delivers better files services and achieves better management and control, all while realizing a significant cost savings. The solution is a win-win for the entire organization as IT is able to significantly reduce costs and the end-users have faster, more reliable access to data.

> **"I no longer hear complaints about slowness of file access. On top of that, our customers are also confident that their data won't be lost and is recoverable from any point in time."**
>
> — Dave De Young, Vice President and Chief Information Officer

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