



Investment bank Greenhill relies on Nasuni for fast global performance & ransomware resilience

Greenhill is a global investment bank with offices in New York, London, Singapore and other major cities around the world. Founded in 1996, the firm had been a loyal NetApp customer for much of that time. But in 2020, Greenhill’s IT leadership realized that the bank’s traditional file storage infrastructure did not match the needs of today’s users.

The analysts and managing directors at Greenhill generate unstructured data in the form of documents, spreadsheets, PowerPoint slides, and PDFs. Greenhill keeps most of its data, so its storage volumes have grown steadily over time. Users in different offices often collaborate on deals, so employees were growing frustrated with the sluggish pace of file sharing. Despite his loyalty to NetApp, Managing Director and Chief Information Officer John Shaffer realized Greenhill needed to upgrade to a modern hybrid cloud storage platform.

Greenhill

Industry

Financial Services

File data platform

Nasuni

Object storage

Microsoft Azure

Use cases:

NAS Consolidation;
Global File Synchronization;
Data Protection

Benefits:

Effortless scalability;
fast edge performance
at all locations; hybrid
cloud agility; ransomware
resilience; simpler global
management; AI readiness;
reduced hardware footprint
across all sites

Accelerated collaboration

Nasuni addressed Greenhill's most urgent need: accelerating global workflows. "We had an office in Dallas sharing data with Singapore and the previous experience was terrible," Shaffer says. "Once we set up Nasuni, the response from the team came within an hour of going live. The users said it was way better. It solved that issue immediately."

Fast access worldwide

With Nasuni, Greenhill can cache file data wherever it's needed. Although the firm deployed edge appliances at most offices, Shaffer also set up cloudbased appliances. "It gave us more flexibility," he says, "and if we have to move data into those local regions it will be a little easier."

Cost savings & efficiency

The hybrid nature of the Nasuni platform has helped Greenhill drive efficiency and reduce hardware. "In our smaller offices we're trying to eliminate as much hardware as possible," Shaffer says. "The beauty of Nasuni is that you do not need to spend a ton of money setting up a small office with an edge appliance."



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Ransomware protection

When Nasuni released its ransomware protection service in 2023, Shaffer quickly decided to add it to Greenhill's deployment. "Now we have ransomware protection fully deployed and enforced so if we do see something alarming, we get alerts, and we have it set to shut down the offending IP address. That's a really great add-on," he notes. "We have other tools in place, but we're always looking for multiple ways to protect ourselves."

Shaffer also applauds the surgical quality of the recoveries – by quarantining the initial attack, the service limits the number of files that need to be recovered: "I'd rather recover 50 files than 500,000."

Granular recoveries

The switch from intermittent backups to Continuous File Versioning® has been a welcomed upgrade. "When something goes wrong, people want the version from five minutes ago, not five days ago," he says. "In that sense, Nasuni is tremendous. It's definitely an improvement over everything we've had."



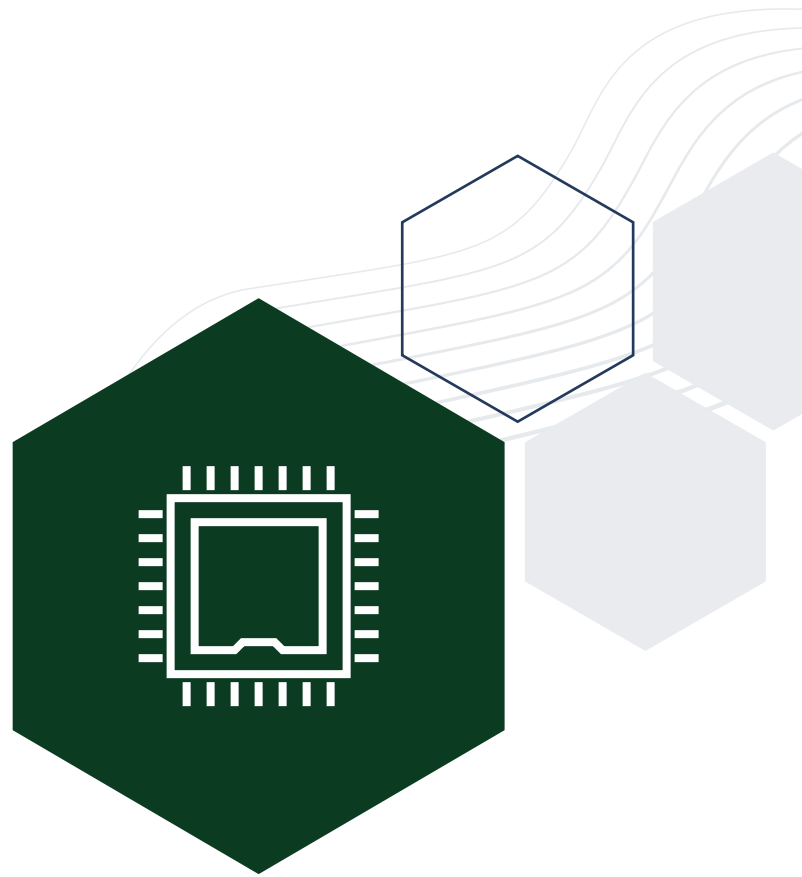
Reliable customer support

Shaffer cites the people as one of the benefits of working with Nasuni, especially the Professional Services and Customer Success teams. “The support and follow-up have been great,” Shaffer says. “Sometimes I don’t get back to Nasuni’s tech people fast enough and they start asking me if we’re okay. That has all been fantastic.”

AI readiness and the future

Greenhill is cautious about leveraging artificial intelligence (AI) tools at this point given the global and financially sensitive nature of its data, but Shaffer appreciates the fact that Nasuni has made his company AI-ready by consolidating all of its data in a single, secure global namespace.

Looking back on the firm’s decision to migrate off NetApp and onto Nasuni and the cloud, Shaffer has no regrets. “When you’re looking to switch platforms, there’s always a bit of fear. Nobody wants to take that plunge and find out that it was the wrong move,” Shaffer notes. “But in my experience, being a customer for three years, Nasuni has only gotten better. I feel really, really comfortable standing behind the Nasuni platform.”



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Nasuni is a fluid data platform for enterprises facing an explosion of unstructured data in an AI world, eliminating the choice between expensive tinkering or an overwhelming transformation of your entire data infrastructure.

The Nasuni File Data Platform delivers effortless scale in hybrid cloud environments, enables control at the network edge, and meets the modern enterprise expectation for protected, insight- and AI-ready data. It simplifies file data management while increasing access and performance.

Consolidate data, cut costs, and empower users — all while transforming your data from obstacle into opportunity.