



CASE STUDY

# Global Cloud Backup Strategy

CloudFirst supports a software client with quick transition to an enhanced cloud solution for enterprise without limits.

## Customer Overview

This SaaS customer is a leading provider of Oracle's JD Edwards EnterpriseOne and Fusion Cloud application products and services. Since 1998, they have been providing development and technical services to organizations looking to customize, integrate, extend, upgrade, or support their enterprise software applications.



### Challenges Addressed By Cloud Migration And Backup

- ▲ The customer was moving out of their offices in London.
- ▲ They were looking to move to colocation but realized they were approaching end-of-life and could not source and deploy all their new gear in time.
- ▲ The customer published an RFI to multiple cloud providers looking for a quick solution.



### How We Delivered

- ▲ In a highly competitive engagement, the customer was impressed by CloudFirst's engineering expertise with VMware.
- ▲ CloudFirst demonstrated the unique ability to deploy the customer's main environment and migrate all data (including archives from tape) in less than 30 days.
- ▲ CloudFirst's expertise in innovating and managing VMware cloud solutions wherever the customer needs them sets us apart from competitors.
- ▲ CloudFirst's global footprint allowed us to provide services in London.

### Impact Of Cloud Backup Services

- ▲ The customer migrated seamlessly to the new CloudFirst environment in less than 30 days.
- ▲ The customer was able to upgrade to leading-edge versions of VMware and Microsoft as part of the cloud migration strategy.
- ▲ CloudFirst was able to import the customer's archives from tape backups.
- ▲ With CloudFirst now managing the customer's technology, they can focus on the big picture: delivering their tech to their end users.
- ▲ CloudFirst was able to deliver lower TCO compared to other solutions.

### Managed Private Cloud & Data Protection

- ▲ VMware Cloud Director
- ▲ VMware vRealize Log Insight
- ▲ VMware NSX Base

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