

Cloud Success Story

Soto Networks Inc.



Challenge

Provide an international customer with remote office and backup and disaster recovery services

Solution

Develop a utility billed distributed backup solution and remote hosting environment leveraging the 6fusion iNode Network

Solution Provider Benefits

- Access to international datacenters
- Utility based cost model
- Self Service provisioning and management
- SLA driven, highly secure facilities
- Highly scalable computing

Customer Benefits

- Greatly reduced CapEx
- Improved visibility into cost allocation
- Reliable backup and disaster with integrated recovery
- Internationally scalable
- Geographical redundancy
- Highly scalable solution



When a multi-national construction company based in South America wanted to expand their international operations, they needed to identify a better way of providing IT support to those operations. In their traditional model, for each new international project, a new set of IT infrastructure was created and installed at the new location. This created “pockets” of IT infrastructure located around the world with limited on site IT staff to operate and maintain it. With many of these projects being located in emerging markets or rural areas, providing support was problematic. Furthermore, since projects had variable timelines, purchasing new infrastructure for each project and then allocating the costs back to the customer was not efficient – particularly if a project may only last a year or two.

The Vice President of Information Technology knew there had to be a better way to deliver IT services with significantly smaller capital and operational expenses. Enter Soto Networks Inc. (SotoNets), a Managed service provider based in Calgary, Alberta in Canada.

SotoNets is a 6fusion Solution Partner who specializes in Rapid Business Recovery Solutions through continuous backup and disaster recovery planning, coupled with cloud infrastructure solutions. Working with the construction company, SotoNets was able to help them dramatically improve their IT service deliver by leveraging the 6fusion UC6 Cloud Management Platform, Workload Allocation Cube and iNode Network.

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Solution #1: Backup and Disaster Recovery

All companies face challenges with Backup and Disaster Recovery. The construction firm was facing uncertainties due to changes in the “rules of the game” in their home country. They needed a solution that provided an offsite backup location, integrated recovery environment, and was tolerant of the limited and expensive Internet infrastructure available. Additionally, they wanted to mitigate risks by storing backups of their critical data in a different country. SotoNets was able to design a cloud based backup and disaster recovery solution based on the 6fusion iNode Network that could be used by all of the company’s global operations. It included an integrated recovery environment, and protecting the data in Canadian datacenter, providing much needed corporate risk management. The solution provided was priced out in a utility model and powered by the Workload Allocation Cube. This model allowed the solution to scale and flex as the company launched and retired projects around the world, without requiring contractual changes.

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About Soto Networks Inc.

Soto Networks Inc. is a privately held Canadian company providing Rapid Business Recovery Solutions. Our portfolio of managed services leverages the 6fusion cloud infrastructure to deliver services when they are required, with the required capacity, mitigating the risks and protecting our customer's information assets. Soto Networks is located in Calgary, Alberta, Canada. We have been providing IT Business Solutions to customers since 2007.

To learn more about Rapid Business Recovery Solutions, please visit www.sotonets.com.

About 6fusion

6fusion provides an end-to-end cloud management platform that enables global workload distribution by turning the public and private cloud into a pay-per-use billable utility. The unique metering algorithm, Workload Allocation Cube (WAC), creates a commercial standard to quantify supply and demand for compute resources.

For IT service providers, enterprises and independent software vendors, and Infrastructure Owners/Operators, 6fusion simplifies and streamlines Infrastructure-as-a-Service (IaaS) via a single console that provides valuable insight into consumption, performance benchmarking and cost allocation without vendor lock-in.

Solution #2: Backoffice Cloud Hosting

Being a construction company, they are continuously launching and retiring projects. Each project is focused around a specific client, and requires a suite of back office operational support – File servers, Microsoft SharePoint systems, etc. Typically, when a new project was launched, IT staff would be placed on site to build out a traditional supporting IT infrastructure with the costs charged back to the end user. Given the remote locations of many projects, this was not a cost effective or scalable solution. SotoNets developed a “virtual office” solution that leveraged the 6fusion iNode Network to provide remote hosting of the required infrastructure for the project in a 6fusion datacenter. Leveraging the iNode Network, SotoNets is able to locate the virtual office in whichever datacenter provides the most optimal support for the remote operation. Leveraging the WAC powered utility model, SotoNets is able to provide precise utility-based chargeback information, allowing the construction firm to precisely cost allocate the operational expenses back to the customer. In this model, only an Internet connection and local firewall / internal networking need to be setup on site to support the project. This new model increases organizational agility and scalability, lowers overhead, virtually eliminates IT related Capital investment, improves customer cost transparency, increases security (since no files are stored on site) and makes the customer more competitive in the global market.

SotoNets—thanks to the iNode Network, Workload Allocation Cube, and UC6 Cloud Management Platform—were able to help a Global Construction Company based in South America, with limited internet connectivity, leverage the Cloud to improve corporate disaster readiness, reduce corporate risk, lower costs, align IT costs with revenue, and improve their global competitive edge.

To learn more about how 6fusion can help you, please visit www.6fusion.com