

## CASE STUDY

# Private Cloud

Enabling Remote Work and Data Governance for a 100-Year-Old Manufacturer with In Balance IT



## Executive Summary

In response to the COVID-19 pandemic, a long-standing manufacturer of signs in the US decided to transition from remote desktop services to laptops. This shift was driven by the need to enable remote work for their employees. While the demand for Remote Desktop Protocol (RDP) servers decreased, the company still required control over their data, including engineering drawings and shared files, while ensuring data governance.

## Introduction

Previously, the company relied on RDP servers to access applications and data located in their own data centers. They aimed to create a flexible environment that could scale easily, reduce total cost of ownership, and transition from a capital expenditure to an operating expenditure model. It was crucial to maintain the same level of access and performance for end users in the new environment.

## Challenge

In Balance IT conducted a thorough assessment of the company's existing environment, including infrastructure, applications, and performance. The company had a vast amount of drawings and items that required easy accessibility for engineers, manufacturing facilities, quality control personnel, and the executive team. Ensuring a secure environment was a top priority, given the sensitivity of the data involved.

## Summary

### Company

100-Year-Old Manufacturer

### Type

Manufacturer of Signs

### Challenge

The company relied on RDP servers to access applications and data located in their own data centers. They aimed to create a flexible environment that could scale easily, reduce total cost of ownership, and transition from a capital expenditure to an operating expenditure model.

### Solution

In Balance IT conducted a thorough assessment of the company's existing environment, including infrastructure, applications, and performance.

### Results

In Balance IT's expertise enabled the client to deploy their workloads efficiently, leveraging the benefits of a private cloud environment.

## Alternatives and Decision Criteria

Four primary criteria were considered for the best solution: Cost, Control, Security, and Compliance.

- 1 Option 1:** Continuing without change, refreshing the infrastructure, and dealing with ongoing support costs. However, this option lacked adequate business continuity capabilities and didn't allow for downsizing without underutilized resources. Supporting the current environment required multiple technical resources, making it inefficient.
- 2 Option 2:** Evaluating public cloud offerings, which provided advantages like easy data access, built-in disaster recovery, scalability, and avoiding hardware refresh. However, concerns arose regarding the total and predictable cost, given the company's daily sharing of large files resulting in high ingress and egress fees.
- 3 Option 3:** Considering a private cloud model that combines the benefits of on-premises and public cloud environments.

## Solution

After careful analysis, In Balance IT recommended engaging their private cloud solutions for the client. The In Balance Private Cloud offered a secure and fully equipped resource pool with a self-service portal, unlimited internet traffic, and advanced security features like next-generation firewalls and unified threat protection technologies. The management, monitoring, alerting, and reporting of the private cloud environment were powered by VMware vCloud Director and VMware vRealize. The client also utilized the private cloud for backing up remote locations and deployed a Nasuni server to facilitate collaboration and file-sharing for engineering files. The Nasuni server used a continuously versioning file system within the private cloud.



## Results

By opting for private cloud solutions, the client successfully addressed their business needs, providing fast data access without significant additional capital expenditure. The private cloud offered a lower total cost of ownership by over 30% while ensuring data governance and recoverability within the desired recovery window. In Balance IT's expertise enabled the client to deploy their workloads efficiently, leveraging the benefits of a private cloud environment.