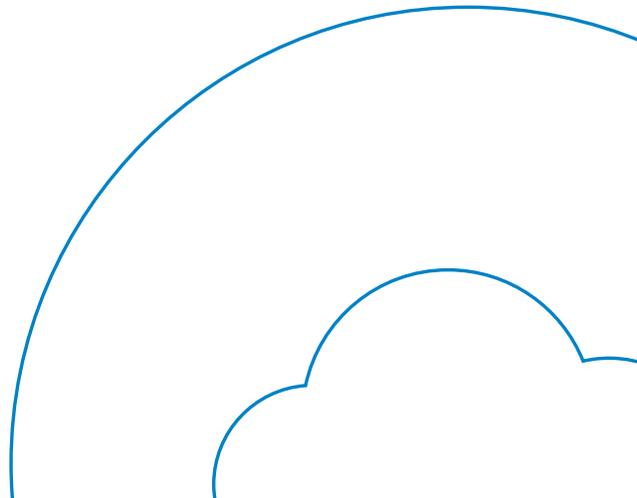


# MIGRATION FROM SaaS

Unitas Global Custom Designs an Educational SaaS Company Into a Dedicated Enterprise Private Cloud (EPC) Environment & Migrates the Client Out of Their Previous AWS Infrastructure



## CASESTUDY

MIGRATION FROM SaaS [OVERVIEW](#)

MONTHLY COSTS WITH AWS MULTI-TENANT PUBLIC CLOUD SOLUTION:

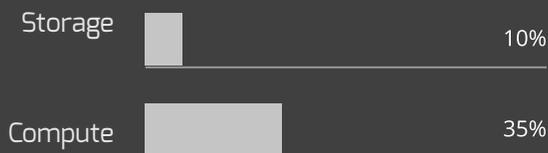
# \$150,000 / month<sup>\*</sup>

\*Reserved Instances

MONTHLY COSTS WITH UNITAS GLOBAL ENTERPRISE PRIVATE CLOUD SOLUTION:

# \$74,894 / month

## CLIENT'S RESOURCE UTILIZATION EFFICIENCY

AWS MULTI-TENANT  
PUBLIC CLOUD SOLUTION

Purchased resources used inefficiently - instance types set with pre-determined CPU/memory/disk amounts regardless of application requirements.

UNITAS GLOBAL ENTERPRISE  
PRIVATE CLOUD SOLUTION

Resources used efficiently - instances are configured with the exact amount of CPU/memory/disk required for the applications they are supporting.

**CASESTUDY**

MIGRATION FROM SaaS **SaaSolutions**

# SaaSOLUTIONS

A SaaS company with a portfolio of web applications based in Chicago, provides analytics, organizational and grading software to school systems throughout the United States. The popularity of the company's innovative resources and tools has skyrocketed, causing a need to scale their entire infrastructure 1,000% in the next 6 months. The build out had to be swift, but more importantly, create a cloud environment that continues the SaaS company's same level of impeccable service delivery and availability.

The SaaS' current infrastructure is made up entirely of AWS resources, due to the fact that AWS has the lowest barrier of entry, industry-wide. The company's approach was to start on AWS and then gradually add more servers/virtual machines to handle increasing loads. This process became less and less cost effective, as the client was paying for the unused capacity included in standard VM sizes. Due to AWS offering only pre-determined instance configurations, instances could not be tailored to specific applications. In this environment, the company's infrastructure utilized only 35% of all computational resources and 10% of storage resources, however new instances/VMs were constantly being purchased to handle additional applications. On average, the client spent \$150,000 per month with AWS.

The AWS multi-tenant public cloud environment compromised the company's performance, primarily due to burst usage from other AWS clients on the same physical hosts resulting in slow disk throughput. Instead, a custom private cloud environment built specifically to address the SaaS' infrastructure pain points (poor disk performance, expensive bandwidth, high cost overall and lack of control) presents itself as the ideal infrastructure solution.

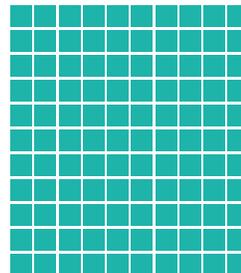
To deliver the best solution possible, Unitas Global partnered with Equinix to create an unmatched service offering. Equinix provided state of the art data center solutions with unparalleled connectivity, security, and concurrently maintainable resources. Equinix's global presence ensures the SaaS' ability to offer innovative mobile solutions worldwide. With Equinix's comprehensive datacenter footprint, Unitas Global was able to design, build, deploy and manage the SaaS' dedicated Enterprise Private Cloud (EPC) environment. Due to the need for constant feature-rich updates, the client's EPC is based on a reference architecture solution that includes 16 server blades, a SAN switch and SAN storage. In this new EPC environment the infrastructure is delivered at half the price with the ability to spin up 10x the amount of virtual resources as the previous AWS environment.

With the custom designed EPC launched, Unitas Global's infrastructure engineers began monitoring and managing the environment from Unitas' Support Operations Centers (SOC) spread across three continents. Engineers mitigate and resolve all infrastructure degradations in real-time,

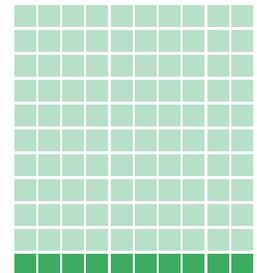
**10x Increase in Budget Allocated Virtual Resources**

In this new enterprise private cloud environment the infrastructure is delivered at half the price with the ability to spin up 10x the amount of virtual resources as the previous AWS environment.

**EPC**



**Public**



**EPC**

**Availability**

The client's completely dedicated EPC environment has achieved 100% availability since launch, to date.



**Public**

**Availability**

The client's AWS multi-tenant public cloud solution reported a 97% availability rate for the duration of that infrastructure's life.



24x7, ensuring infrastructure availability. Unitas' **MISSIONCONTROL** unified management platform provides the SaaS company 100% visibility into the health and performance of their entire EPC environment, along with complete SLA transparency, ensuring Unitas' obligations are met and accountability is maintained. This entire solution is delivered at less than half the cost of the former AWS infrastructure.

Aside from the clear cost savings (over 50% - nearly \$1M annually), having the infrastructure delivered as a private, dedicated service prevents the client from incurring unnecessary capital expenditures while simultaneously freeing up internal IT resources to focus heavily on the development and enhancement of the SaaS' web application portfolio. In addition, the disk throughput problems that existed in AWS are now fully remedied in the new EPC environment. This completely dedicated environment has achieved 100% availability since launch. Overall, Equinix and Unitas Global's single source solution has effectively saved this organization significant capital, while simultaneously delivering a scalable, reliable, and most importantly efficient Enterprise Private Cloud.



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