

UNITAS  
GLOBAL



# DATA VISUALIZATION SOFTWARE COMPANY

Data visualization company adopts  
OpenStack private cloud designed and  
operated by Unitas Global




USE CASE

DATA VISUALIZATION SOFTWARE COMPANY

MANAGED OPENSTACK CLOUD

UNITAS GLOBAL DESIGNS AND DELIVERS FULLY MANAGED OPENSTACK CLOUD SOLUTIONS, PURPOSE-BUILT FOR CLIENTS' CORE BUSINESS NEEDS.

When your applications are already built in a customized private cloud and you're trying to plug and play with the prepackaged solutions of OpenStack distributors, it can be a nightmare. With the technology and resources you need to build and manage your environment, Unitas Global can efficiently design and deploy your roadmap to a fully managed private OpenStack cloud that's purpose built for your applications, not based off of pre-developed out-of-the-box offerings.

	35-40% MORE COST EFFECTIVE THAN VMWARE OR PUBLIC CLOUD
5days	HYBRID CLOUD ROADMAP CAN BE DEVELOPED BY UNITAS WITHIN 5 DAYS
	OUR CERTIFIED ENGINEERS ARE AVAILABLE 24X7 TO ANSWER YOUR QUESTIONS AND CARE-TAKE YOUR ENVIRONMENT

**INDUSTRY:**

BUSINESS INTELLIGENCE/SAAS

**DEPLOYMENT REGION:**

EUROPE

**CHALLENGE :**

THE COMPANY WANTED TO LAUNCH ITS SAAS OFFERING IN THE EUROPEAN MARKET, WITH IN-REGION INFRASTRUCTURE FOR BETTER PERFORMANCE, WITHOUT NEEDING PEOPLE ON THE GROUND IN EUROPE. IT ALSO DID NOT WANT TO CONTINUE SUPPORTING OPENSTACK AND OTHER INFRASTRUCTURE COMPONENTS IN-HOUSE BUT RATHER LET A SERVICE PROVIDER MANAGE THE INFRASTRUCTURE- ALLOWING THE COMPANY TO FOCUS ON THEIR SOFTWARE.

**SOLUTION:**

OPENSTACK BASED PRIVATE CLOUD SOLUTION, MANAGED 24X7X365

**SERVICES:**

- OPENSTACK PRIVATE CLOUD DESIGN, DEPLOYMENT AND OPERATION
- DISASTER RECOVERY SERVICES AND REAL-TIME REPLICATION
- UNITAS ATLAS 24X7X365 MONITORING AND MANAGEMENT

**RESULTS:**

- 35%-40% MORE COST EFFECTIVE THAN PUBLIC CLOUD OR VMWARE INFRASTRUCTURE
- SOC 2 TYPE II AND ISO 27001 COMPLIANT
- REAL-TIME REPLICATION BETWEEN PRODUCTION AND DR, WITH WEEKLY FULL BACKUPS
- NO VENDOR LOCK-IN

Unlock performance and realize savings with Unitas hybrid cloud.

Control Performance. Control OpEx. Control your IT.

## USE CASE

### DATA VISUALIZATION SOFTWARE COMPANY MANAGED OPENSTACK CLOUD

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#### EXECUTIVE SUMMARY

A data visualization software company was in need of a provider that was capable of designing and deploying a customized version of OpenStack in Europe that could be fully managed. To achieve this, Unitas Global architected a custom OpenStack solution that is flexible, easily consumed, and secure. Their entire environment is remotely managed by Unitas 24x7x365.

#### CUSTOMER OVERVIEW

This software company is the leader in business intelligence and data visualization, focused on making data analysis fast, beautiful, and easy. Offering an innovative new approach available across multiple platforms, this software allows you to quickly connect, visualize, and share data seamlessly.

#### BUSINESS CHALLENGE

The software company is an entirely U.S. based company that was looking to launch their production data analytics SaaS platform into the European market without moving or increasing technical staff in the region. They had multiple OpenStack distributions running within their infrastructure, each with particular limitations, locking them in to specific vendors. While the software company has long used OpenStack to support their operations, they experienced the same difficulty in deploying and operating it that many other enterprise organizations have encountered.

The software company insisted that Unitas not use any commercial OpenStack distribution, but instead use a “trunk” version of OpenStack, albeit with the customization required for their application and data security requirements. They wanted the benefits and ease of use of public cloud, but needed private infrastructure in order to meet specific security requirements.

They also wanted to launch on easily consumable cloud infrastructure, and for all these reasons, were leaning toward an OpenStack deployment. However, they did not have the in-house experience or expertise required to embark on such a project.

#### UNITAS GLOBAL'S SOLUTION

The Unitas OpenStack development team met with the software company to understand their requirements, including physical tenant separation for different product lines and privacy levels, a mix of traditional and software-defined networking, shared Keystone authentication with existing multi-vendor OpenStack clouds, and data security standards. The Unitas QA team then performed exhaustive testing to ensure performance and high availability metrics were met and exceeded.

Taking the software company's vision and requirements into account, Unitas Global built a custom OpenStack cloud, utilizing network segmentation to provide data sovereignty between different product lines. The software company's SaaS application is integrated to enable auto scaling via API, and the deployment is SOC 2 Type II and ISO 27001 compliant. By deploying both a full production site and a geographically dispersed disaster recovery site with a private network between the two environments, real-time replication with weekly full backups was achieved. The entire environment is wrapped in Unitas Atlas for full monitoring and visibility into the health of the infrastructure, available anywhere 24x7x365.

Once successfully deployed and operational, Unitas Global began providing full management and operations of the OpenStack cloud, assuming complete responsibility for availability and performance. This model allows the data visualization company's software to *consume* rather than *operate* the OpenStack infrastructure.

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**WHY UNITAS GLOBAL?**

Through demonstration of technical know-how, ability to recognize the importance of a truly agnostic OpenStack solution, and the all-encompassing management and monitoring capabilities of Unitas Atlas, Unitas was able to differentiate the proposed solution and stand out from the competition. With the combination of operational excellence, OpenStack capabilities, and ability to deploy into any facility globally, Unitas Global will continue to serve the software company with future international expansions as their business model dictates.

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