



## Cosentry Offers Full-Service, Affordable DRaaS integrated with Google Cloud Platform

### Overview

For almost two decades, Cosentry has been the most trusted IT solutions provider in the Midwest, offering Colocation, Cloud, Managed Hosting, Managed Services, and Infrastructure as a Service (IaaS) solutions. Cosentry takes a consultative and customer-first approach, allowing customers to focus on their core business while Cosentry solves all of their mission-critical IT infrastructure challenges.

Recently, Cosentry expanded their already impressive portfolio of IT services to include a full-service Disaster Recovery as a Service (DRaaS) offering from Google Cloud Platform. Customers that are hosted on-premises, or already hosted from a Cosentry data center, now have the option of protecting their mission-critical servers by leveraging the global, secure Google Cloud Platform as their recovery site.

### Challenge

When Cosentry decided to expand their DR offering to fulfill additional customer requirements, they naturally turned to the Geminare DRaaS integrated with Google Cloud Platform offering, which addressed multiple challenges immediately, such as: 1) Offering competitive pricing for the underlying storage and compute costs required in providing a full DR infrastructure. 2) Providing flexibility in the recovery site so that customers could grow their DR solutions easily over time. 3) Allowing Cosentry's existing customers with production data centers in Europe and Asia to leverage Cosentry as a single provider that could, in turn, leverage a global DC footprint. 4) Managing a full-service delivery of a DRaaS offering efficiently and effortlessly.

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“The flexibility and ease of use of Google Cloud Platform are essential in helping us deploy a DRaaS solution to our existing and new customer base. And the reduced costs and global diversity made choosing Google Cloud Platform a no-brainer for us. By leveraging the Geminare DRaaS Platform and suite of offerings, we were able to expand our solution suite practically overnight.”

Craig Hurley, VP Product Management, Cosentry

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### Approach

Cosentry's decision to leverage Google Cloud Platform for its DRaaS offering addressed all of their challenges, and today Cosentry is deploying *Cosentry DRaaS integrated with Google Cloud Platform* solutions for its customers.

**Pricing:** By taking advantage of Google Cloud Platform's extremely competitive compute and storage costs, Cosentry now offers strategically positioned pricing for its DRaaS offering.

**Flexibility:** The Google Cloud Platform environment is inherently flexible, allowing customers to start small and grow quickly, as needed and on their own timeframe.

**Ease of use:** The intuitive and feature-rich setup and support environment means that Cosentry can handle large numbers of multi-server deployments and supported DRaaS environments without needing to expand its technical resource pool significantly.



#### At A Glance:

##### About Cosentry:

- Headquartered in Omaha, NE
- 220 employees nationwide
- One of Inc. Magazine's 5000 Fastest Growing Companies 8 years in a row
- Center of Excellence in Data Center Services, IaaS, and Compliance and Security
- 9 data centers in key Midwest markets

##### Goals:

A new DRaaS offering for customers that fits into its existing portfolio of full-service offerings, and that is:

- Affordable
- Flexible
- Easy to use

##### Results:

Google Cloud Platform allowed for the immediate availability of an extremely cost-effective and full-service Partner-enabled DRaaS solution that is being quickly adopted by existing and new customers.

##### About Google Cloud Platform:

Google Cloud Platform is a set of modular, cloud-based services that allow you to create anything from simple websites to complex applications, and allow you to implement a comprehensive and feature-rich Disaster Recovery solution through DRaaS integrated with Google Cloud Platform. <https://cloud.google.com>

Enabled by Geminare DRaaS integrated with Google Cloud Platform: Geminare's suite of award winning, cloud-based, Disaster Recovery as a Service (DRaaS) solutions is fully integrated with Google Cloud Platform and Google Cloud Storage Nearline and consists of:

- **Cloud Recovery**
- **Cloud Archive**
- **DRaaS Cloud Management Platform**

##### Learn more about Cosentry:

Phone 1.844.267.3687 (1-844-COSENTRY)

Web: <http://www.cosentry.com/>

Email [info@cosentry.com](mailto:info@cosentry.com)





## Cilio Achieves SaaS High Availability with DRaaS integrated with Google Cloud Platform



### At A Glance:

#### About Cilio:

- HQ in Brookfield, WI, USA
- Founded in 2001
- <http://www.ciliotech.com>

#### Goals:

- Cost-effective, reliable DR solution to offer high availability for its SaaS offering, a b-2-b order management system

#### Solutions:

- Real-time replication of all relevant data with near-immediate failover
- Geographic diversity of DR Data Centers

#### Results:

- Cilio can offer its customer near-100% uptime for their SaaS order management application by directing traffic to the Google Cloud Platform replica environment in the event of an outage

#### About Google Cloud Platform:

Google Cloud Platform is a set of modular cloud-based services that allow you to create anything from simple websites to complex applications, and allow you to implement a comprehensive and feature-rich Disaster Recovery solution through DRaaS integrated with Google Cloud Platform. <https://cloud.google.com>

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Learn more about Cosentry (Service Provider):

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### Overview

Cilio Technologies, based in the US Mid-West, developed one of the first cloud-based applications that connect various partners in the retail, distribution and manufacturing industries in order to support installed order sales and related purchase order management.

By simplifying the flow of order information throughout a historically complex supply chain, Cilio helps manufacturers and retailers cut costs, grow their businesses, and manage partner networks.

Cilio's primary goal is to streamline the b-2-b experience. Developing a DR solution that would ensure continuous high availability to their SaaS application was a natural extension of Cilio's already successful customer service philosophy.

### Challenge

Initial plans for DR services for their SaaS application consisted of an off-site backup. However, this proved to be an insufficient solution because the time required to restore was unknown, a restore required a complete build of a secondary server, and there was no formal or straightforward plan to test this process.

As evidenced by a recent disruption, Cilio needed a reliable, yet cost-effective, method of achieving high availability for their SaaS application, without ever having to rebuild anything from scratch.

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“As a pioneer in Cloud-based services in the manufacturing industry we pride ourselves on our innovation and customer service. A natural extension of this philosophy was to incorporate a state-of-the-art DRaaS offering that provides our customers with guaranteed uptime. DRaaS integrated with Google Cloud Platform does exactly that. We're thrilled with the service and the confidence it gives our customers. ”

Allen Klumpp, Partner/VP of Security and Infrastructure, Cilio Technologies

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### Approach

Cilio turned to their Service Provider, Cosentry, where their production servers were already being hosted, for its DRaaS integrated with Google Cloud Platform solution. Not only did this DR solution satisfy the key requirements of high availability and cost, but it also offered an unparalleled level of geographic diversity in Data Center redundancy. Customers can now count on near-100% SaaS uptime from Cilio.

### Results

- High availability and recovery times counted in the minutes were achieved using the real-time replication capabilities of the Cloud Recovery, which is part of the DRaaS integrated with Google Cloud Platform suite.
- Testing of the DR solution—now possible—was extremely simple, compared to the retrieval and restore process involved in dealing with backups.
- **\*PLUS\*** The DRaaS integrated with Google Cloud Platform solution management portal offered additional visibility and insight into Cilio's entire environment, something that was previously unavailable.