

Nominee: Colliers International

Nomination title: Colliers International Build Secondary Storage Environment on Cohesity

Driving force behind the project

Colliers International EMEA, is a division of Colliers International and operates over 60 sites across EMEA.

Colliers' secondary storage environment was highly silo'ed and fragmented. Their secondary storage infrastructure consisted of multiple point solutions, that were complex to manage, expensive, and could not scale out. Colliers was using Hitachi Data Systems storage for their files and objects, and a combination of Microsoft Data Protection Management + Veeam + Supermicro JBODs for data protection. These solutions lacked storage optimization features like deduplication, compression, and erasure coding, which resulted in an inefficient secondary storage environment.

Colliers was looking for a simpler, more scalable, and more cost-effective way to store and manage secondary data. Ideally, they also wanted to consolidate their secondary storage silos into one single, converged solution.

Solution any its innovative aspects that made it stand out

After two months of proof-of-concept (POC) between various technology vendors, Colliers EMEA chose to deploy Cohesity as their next-generation secondary storage platform. Cohesity consolidated Colliers' secondary data (data protection, files and objects storage, and cloud integration), onto a single, easy to use, scale-out hyperconverged platform.

Cohesity provided the following technical advantages compared to other options considered:

- Cohesity consolidates secondary storage silos on a single web-scale platform: Cohesity consolidates traditional storage silos including backup software, deduplication appliances, file storage, object storage, and cloud gateway, on a single scale-out platform that provides pay-as-you-grow scalability and eliminates forklift upgrades.
- Cohesity provides best-in-class space efficiency with global, variable-length deduplication and compression.

- Cohesity provides native integration with the public cloud to build a multi-cloud data fabric for archival, tiering, and replication.
- Cohesity supports instant recovery at scale and to any point-in-time for data that is backed up on Cohesity.
- Cohesity delivers data instantly for recovery, test/dev, and analytics. Cohesity doesn't just do Copy Data Management, it eliminates the need to make redundant copies of data. Unlike other backup only solutions, Cohesity's patented SnapTree® technology creates instant clones of any data (backups, files, objects), at scale, to any point-in-time, with no performance impact. It presents that data back to the end-user on fully distributed, high-performance, resilient NFS / SMB / S3 Views to enable applications to directly mount the data for instant recovery, test/dev workflows, and analytics.
- Cohesity offers multi-protocol NFS, SMB and S3 access: Users can configure Views for multi-protocol access with NFS, SMB, and S3.
- Cohesity provides the industry's only globally deduplicated S3-compatible object storage. Cohesity indexes all file and object metadata and provides global search across an entire cluster.
- Cohesity provides unlimited snapshots and clones using SnapTree technology. SnapTree is a distributed metadata structure based on B+ tree concepts. SnapTree delivers unlimited, frequent snapshots with no performance degradation. There is no other file system in the industry that combines the attributes of SpanFS and SnapTree. This is the technical foundation that makes web-scale secondary storage possible, and enables customers to take back control of your data.

Potential challenges during the project

Colliers' IT Team faced no challenges during the proof-of-concept or while deploying and using Cohesity in production. With just a few clicks, Colliers' IT Team was able to backup VMs, replicate the data to Microsoft Azure, run parallel backup jobs, restore SQL and upgrade the software, all without experiencing any performance degradation or missing a heartbeat. Since the initial deployment, Cohesity has done its job and performed as expected.

Tangible benefits of the project's implementation

With Cohesity, Colliers' IT Team consolidated their highly fragmented secondary storage onto a single, simple hyperconverged platform. This allowed Collier to -

- Lower TCO by 50%: Colliers cut their TCO by 50% to £300K, including £250K in CapEx and additional £55K in ongoing OpEx.
- Enhance Performance and Protection: Instead of backing-up once a day or week, with Cohesity, the Colliers' IT Team runs backup jobs every hour, without any impact to the users or performance. This dramatically improved their data protection.

- **Simplify Infrastructure:** With Cohesity, Colliers reduced their data center footprint. From a rack, the Team consolidated everything into 4U (2U Cohesity and 2U Nutanix). Cohesity also consolidated multiple silos, and allowed Colliers to protect and consolidate their secondary data on a single platform.

Why nominee should win

The IT Team at Colliers EMEA had the vision to adopt a unified, hyperconverged solution that would address their secondary storage requirements, while future proofing their investments.

Colliers' deployed Cohesity and eliminated their silo'ed secondary storage environment that was a mix of multiple point solutions from at least four vendors. This allowed the team to be more agile and respond quickly to their customer needs.

The team enhanced performance and data protection by leveraging Cohesity. They now perform hourly backups (vs. days or weeks), without any impact to the users.

Colliers' reduced their three years TCO by almost 50%.