








## Cloud Migration Success Story

### About the Customer

Highly regulated customer with 2.1 petabytes of file shares and legacy Isilon storage; must retain certain data for up to 10 years. Over 90% of the customer's budget associated with on-prem storage is storage maintenance. The customer faced challenges associated with a long-term cloud initiative, hoping to migrate as much as 80% of its data to the cloud to decrease its on-prem Isilon footprint. In addition to improving storage efficiency, the customer wants to strengthen internal policies and workflows to identify, store and/or delete sensitive data moving forward.



### The Challenges

-  Finding a solution to connect directly to Isilon storage
-  Migration cannot be completed without identifying all data that must be kept on-prem or deleted with a full audit trail
-  High cost of Isilon support from EMC for the duration of the migration
-  Adherence to industry regulations as well as GDPR & CCPA
-  Keeping the project within the proposed timeline to avoid going over budget



### If the Customer Does Not Take Action

Without finding a new solution, the customer would have to increase their on-prem hardware footprint annually and would not be able to take full advantage of a cloud strategy.

By not addressing compliance, regulatory demand, and risk the customer exposes itself to costly breaches and fines.

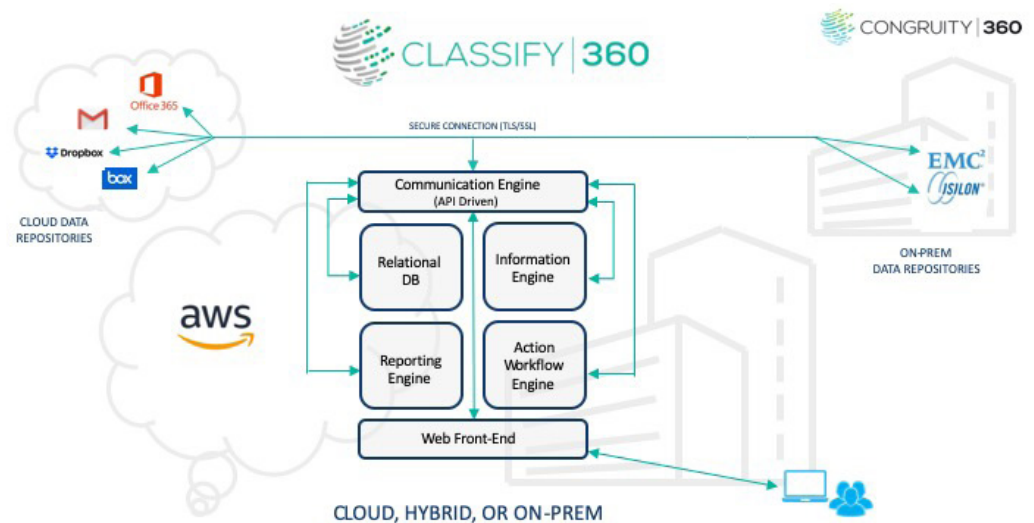


## The Solution

Congruity360 provided a 2-pronged approach to address all of the customer's challenges by providing support for its Isilon systems in addition to addressing the customer's data with Congruity360's information governance platform, Classify360.

Congruity360 provided support for a fraction of the cost the OEM quoted the customer. Congruity360's contracts also provided the customer flexibility to decrease its coverage as systems were decommissioned as data was migrated to the cloud or deleted.

Classify360's Isilon connector connected directly to the entire 2.1 petabyte dataset and provided a comprehensive view of the data the customer lacked using native application tools. The platform delivered near real-time data intelligence with GPU-enabled supervised and unsupervised machine learning to reduce false positives, noise, and the inevitable human intervention associated with "grey data." Trainable decision tree technology established a predictable project cadence and provided near real-time classification and clustering.



## Results & Benefits

The customer's data was classified and clustered based on a number of risk data types and properly tagged for secure archive, cloud migration, or deletion. The customer received a tangible, valuable outcome, not a snapshot of historical problems and a stalled, costly project. The project was completed on time and kept within budget.

- All 2.1 petabytes of data were scanned and analyzed, giving the customer complete confidence in its decisions
- The customer instantly deleted 23% of its data that was identified as redundant, obsolete, or trivial (ROT) and decommissioned hardware before putting it under support, reducing its support bill even further
- On-prem hardware support now costs the customer only \$129,600 versus the \$518,400 quoted by the OEM
- 31 terabytes (1.5% of data footprint) were marked as data that must be retained for audit purposes and kept in a secure repository on-prem, and an additional 42 terabytes (2% of data footprint) were identified as sensitive data that could not be migrated to the cloud
- Number of files requiring manual examination was reduced from 2,000 to 20

A significant portion of this engagement was funded by cost savings derived from Congruity360's third party maintenance, which was delivered on the source systems as well as the sole remaining storage platform behind the client firewall.