

How Loadbalancer and Cloudian helped HPE win more storage deals

Loadbalancer.org worked with HPE and Cloudian to help Infosys meet the specific compliance requirements of their end user, and ensure uninterrupted data sharing across four separate sites.

With highly available, Active-Active object storage architecture, it was possible for this Global System Integrator to provide the end user with a superior, multi-tenant solution.



We have seen a dramatic increase in demand for integrated storage solutions from our partners and end users. Due to the complexity and unique requirements of end-to-end object storage workflows, it is imperative that we can tailor our load balancers to meet the specific needs of individual projects and partners.”

Malcolm Turnbull, Co-Founder, Loadbalancer.org

Challenge

- HPE needed to offer a complete end-to-end storage solution via Greenlake

Solution

- Leverage Cloudian’s ability to run active-active on the same namespace for a seamless user experience
- Loadbalancer.org’s ADCs built on DL360 servers to provide high availability and ensure an uninterrupted user experience

Benefits

- HPE was able to leverage a complete, validated solution via Greenlake
- The end user was given a superior, end-to-end storage solution

HPE challenges

Integrated solutions continue to gain traction with Global System Integrators (GSIs) and end users. As such, HPE needed a load balancing vendor to assist them with storage opportunities, such as Clouddian Hyperstore deals.

Having been approached by InfoSys to bid for a complete solution for an end user with very specific requirements, HPE were keen to position a Greenlake offering and secure the deal. For this particular bid, they required an object storage solution provider, and a load balancing vendor who could provide high availability on HPE hardware.



HPE Greenlake solution

In contrast to the other storage providers HPE approached, Clouddian were able to provide multi-tenancy Active-Active clusters for a seamless user experience. This was a specific compliance requirement of the end user and allowed them to segregate their two user groups on separate networks, whilst remaining on the same namespace.

HPE also chose to integrate their established load balancing partner, Loadbalancer.org who were able to provide their high availability software on HPE bare-metal servers (DL360). Their offering included GSLB in the license cost. Having this functionality included meant costs could be kept lower.

HPE benefits

With the help of Clouddian and Loadbalancer, HPE were ultimately able to secure the deal by orchestrating a unique end-to-end solution that met all the requirements of the GSI (in this case InfoSys) and their end user.

4 sites across Singapore, Germany, and the US were each split into two data centers 30 km apart with Active-Active site replication. With the storage nodes at each data center supported by a clustered pair of Loadbalancer.org appliances, totaling 16 load balancers overall.

This superior, integrated, multi-tenant solution was made available via Greenlake which simplified this complex storage offering, and enabled HPE to meet the commercial, as well as technical, requirements of the project.



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Greenlake's agile platform offers partners, GSIs and end users a flexible, agile consumption model, and gives buyers the freedom to run any application without compromise.

End user benefits

The end result of the partnership was that the end user was able to meet their compliance requirement for their two user groups to be segregated on separate networks.

This enabled them to share high-definition images of prototypes and large amounts of unstructured data for design purposes across their 4 sites, in order to meet tight deadlines.

By leveraging the functionality of Global Server Load Balancing (GSLB) end users are able to connect via a single namespace. If a data center were to become unavailable, requests would be transparently redirected to the alternate location.

Therefore when a failover was necessitated, the outage had no impact on the storage user, while the two user groups remained separated. This multi-tenant architecture provided the GSI's end user with a superior object storage solution.

About Loadbalancer.org

Loadbalancer.org's mission is to ensure that its clients' businesses are never interrupted. The load balancer experts ask the right questions to get to the heart of what matters, bringing a depth of understanding to each deployment. Experience enables Loadbalancer.org engineers to design less complex, unbreakable solutions - and to provide exceptional personalised support.

