

CASE STUDY

Silicon Sky boosts its IaaS offering to customers with Infinidat

Infrastructure as a Service (IaaS) is a rapidly growing market, requiring the support of enterprise storage that caters to a multi-tenant environment. Silicon Sky is a specialist IT infrastructure services company with offices in South Africa, the United Kingdom and the United States of America. Its solutions include compute, network, storage, security, backup and Disaster Recovery (DR). With enterprise-grade managed cloud platforms co-located in multiple carrier neutral data centres - high performance, always available and reliable storage is a critical and central component of the company's service offering.

"Our customers noticed the difference immediately, and the reaction was overwhelmingly positive. In the IaaS market, it's all about price and performance, and Infinidat gives us both. We will continue to use Infinidat's products as and when we need additional capacity."



Brenton Halsted
Managing Director
Silicon Sky

Growth of IaaS heightens requirement for simplified data management

Silicon Sky has seen exponential growth in its IaaS business over the last three years, as cloud-based infrastructure gained impetus in the local market. As the IaaS offering grew, the company's previous storage solution was unable to keep pace with the scalability it required.

The multiple storage tiers added complexity as it created disparate service levels and did not offer a truly multi-tenant environment. Moreover, for Silicon Sky to meet the performance demands from customers, the organisation had to frequently move its customers systems and data from Hard Disk Drives (HDDs) onto Solid State Drive (SSD) storage. Not only did this require a manual migration process that impacted the customer, but there was a cost implication too. This compelled the organisation to seek an alternative solution.

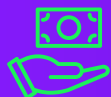
Said Brenton Halsted, Managing Director at Silicon Sky, "The nature of our IaaS offering means we have to manage a variety of storage tiers for our clients, and our existing solution did not cater to a multi-tenant environment, resulting in frustrations and creating complexities. As our business grew, this became more of an issue. The InfiniBox® enterprise storage system was the panacea to these pains, providing us with a single tier of storage giving all our customers the faster speeds and capacity required with our IaaS service."

InfiniBox boosts performance, reduces cost

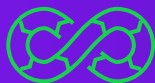
Silicon Sky had vital considerations, including lightning-fast response times, 100% availability and true multi-tenancy. Additionally, they needed a predictable cost per gigabyte (GB) to support the business' IaaS offering. The company turned to the InfiniBox storage array from Infinidat to provide a single tier of storage giving all of its customers the faster speeds and capacity required.

"Infinidat's unique architecture gives us unprecedented performance at a cost almost comparable to spinning disk storage mediums. We also have N+2 redundancy and can effectively deliver the same performance to all of our customers while keeping their data completely segregated," Halsted explained.

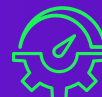
Solution Advantages for Silicon Sky



Price and performance drive competitive edge



High availability and extreme redundancy



Zero compromise on storage performance

Simple and seamless implementation

Initially a single 500 terabyte (TB) system was implemented in 2018, taking just a day to provision and integrate with the company's existing environment. Setup was a simple process thanks to the preconfigured nature of the InfiniBox. Silicon Sky worked closely with Infinidat to ensure a seamless process.

Following the success of this initial installation, additional InfiniBox storage arrays were added in the two years that followed. Silicon Sky now has several InfiniBox storage arrays, providing access to petabytes (PBs) of storage capacity with the option to add more, as the company's storage requirements continue to expand.

Zero compromise storage increases customer experience

The InfiniBox storage arrays also deliver high availability and the greatest redundancy through Infinidat's triple redundancy controller, effectively supporting Silicon Sky's IaaS business. The company benefits from zero compromise storage with a cost-effective system that delivers performance and reliability, providing a competitive edge in a growing market.

Future plans

"Our customers noticed the difference immediately, and the reaction was overwhelmingly positive. In the IaaS market, it's all about price and performance and Infinidat gives us both. We will continue to use Infinidat's products as and when we need additional capacity," Halsted concluded.

To learn more about how Infinidat can help your organization expand or consolidate your data storage, visit [Infinidat.com](https://www.infinidat.com).