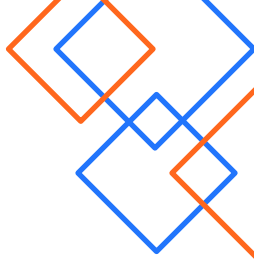# BURST

SUCCESS STORY

SoftNAS enables the storage of hundreds of terabytes of data with service provider reliability

CHALLENGE

Creating a private hosted S3 object storage solution supporting CIFS/NFS access

US Signal initially developed an in-house solution for running a NAS on an OpenStack appliance. However, the company grew concerned about the technical limitations of their home-grown solution. The solution would only allow three times replication using a CEPH cluster via an object-based solution in an OpenStack environment. US Signal sought a solution that could communicate with an S3 endpoint to allow erasure coding, a more efficient data protection method for stored data versus replication.

"We don't have a ton of in-house developers. On the research and development side, we have a lot going on and we don't have the time it takes to devote to adding features to an in-house solution," said Berant Lemmenes, US Signal R&D engineer. US Signal was searching for a partner to provide S3- compatible cloud storage via a virtual appliance supporting CIFS/NFS.

"While SoftNAS brings strong products to market, what is truly valuable is moving from an on-site array with a CAPEX model to a cloud-based system OPEX model. This approach provides US Signal with a high performing, flexible, scalable offering that helps us meet our pricing models and impacts our savings by more than 80%".

Berant Lemmenes
R&D Engineer
US Signal

CUSTOMER PROFILE

US Signal is an industry-leading network and cloud-hosting company based in Grand Rapids, Mich. The company operates one of the largest, fully deployed networks in the Midwest with more than 14,000 miles of lit fiber in 23 strategic markets including Illinois, Indiana, Iowa, Michigan, Ohio, Wisconsin, Kentucky and Missouri.US Signal also operates eight data centers in the Midwest and provides a full suite of colocation, disaster recovery, security and computing services to complements the company's network offerings. All of these services are delivered via protect- ed network to ensure resiliency, flexibility and scalability.

US Signal's around-the-clock surveillance provides additional security and confidence to its customers. The company's performance guarantee ensures quality service and dependable issue resolution that protects customer relationships.

SOLUTION

SoftNAS Delivers Performance and Big Savings

Lemmenes began the search online and initially turned up solutions offering distributed processing which was not a fit. Eventually, he found SoftNAS Cloud NAS, which solved the need and offered CIFS/NFS support.

US Signal sells cloud storage to its customers who utilize SoftNAS transparently, both as a backup target and a general off-site NAS. Customers utilizing cloud storage can easily share files with colleagues, archive documents and securely store company data. US Signal offers unmetered data transfer in and out of the storage array and seamless integration into their cloud hosting products or private WAN services.

BURST

Sales
1-888-801-7524, Opt. 1
Buurst.com/contact

Support
1-888-801-7524, Opt. 4
SoftNAS.com/support

US Signal found SoftNAS Cloud NAS was easy to use and integrate. SoftNAS offered the best way to protect and store several hundred terabytes of data in the cloud. In addition, SoftNAS also delivers a flexible, transparent solution for archiving and backing up data for thousands of users.

"We went through a pretty thorough proof-of-concept process with SoftNAS," said Lemmenes. "We were evaluating the performance of the product, as well as ensuring it would do the things, we needed it to do."

US Signal focused on maximizing efficiency from their hardware and software. Through discussions with SoftNAS, Lemmenes discovered the company was in the process of developing a consumption pricing model. For Lemmenes, examining the potential cost savings played a large role in the decision about which vendor to use.

"SoftNAS is one of the first to offer consumption-based pricing for service providers. They offered some pretty aggressive models and margins, so the return on investment fit extremely well for us."

"With SoftNAS, our team was able to install and get running quickly. There were no significant integration challenges for the migration. With SoftNAS Cloud NAS, we found a storage virtual appliance that could present private hosted S3-compliant object storage with CIFS/NFS support."

Extremely Powerful

Hassle-free Experience

Easy to Manage

RESULTS

SoftNAS delivers 80% savings with service provider reliability and data protection

Deploying SoftNAS internally was a smooth process. "The SoftNAS support team was very effective and great to work with in resolving issues," said Lemmenes. Lemmenes' project team migrated data from more than 40 appliances, including a legacy NAS and their in-house OpenStack storage solution to SoftNAS Cloud NAS for Service Providers. He estimates that more than 130 TB of customer data will eventually be moved.

The biggest benefit: working with the SoftNAS team was "From the individual people handling trouble tickets to the team's willingness to get development involved and dig into issues – they are very responsive," said Lemmenes.

TECHNOLOGY PARTNERS

SoftNAS®, Inc. is the leading provider of software-defined NAS solutions and protects mission-critical data for customers using any combination of public, private and hybrid clouds. SoftNAS gives its customers the enterprise-class data security, protection, and performance required to safely, predictably, and reliably operate IT systems and applications. SoftNAS believes in powerful, hassle-free data management and works with any hardware, any data type, across any geography, and with any IT environment, including the most popular public, private, and hybrid cloud computing platforms: Amazon® AWS™, Microsoft® Azure™, CenturyLink Cloud®, VMware vSphere®.

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