



CASE STUDY

ViON Chooses Quantum StorNext File System and Tape Storage for Archive Service

Enables ViON to Provide Low-Cost Alternative to Public Cloud Archive Services

For many government agencies, data retention and privacy regulations can create significant archiving challenges. These agencies must store fast-growing data volumes for long periods of time while maintaining the utmost security. To help address these challenges, enterprise solution provider ViON worked with Quantum to develop a new archive-as-a-service offering based on Quantum's StorNext File System and Quantum tape libraries. This service can be deployed on the customer's premise or can be hosted and managed in a collocated data center. Building on the well-tested Quantum platform enables ViON to rapidly deliver an alternative to public cloud services at a highly competitive price.



FEATURED PRODUCTS



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Mike Lamb

Product Manager, Solution Infrastructure, ViON Corporation



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SOLUTION OVERVIEW

- Quantum StorNext® File System and data management software
- Quantum Scalar® tape libraries
- ViON Enterprise Cloud, Archive as-a-Service

KEY BENEFITS

FOR THE SERVICE PROVIDER

- Creates new business opportunities and revenue streams.
- Provides a new offering as an alternative to public cloud-based archive services.
- Attracts customers by reducing infrastructure costs by 50% or more compared with all-disk offerings.

FOR END USERS

- Provides an on-premise alternative to public cloud services, enabling organizations to retain tight control of archived data.
- Delivers a cloud-like archiving experience while helping organizations reduce costs.
- Accelerates time-to-value by providing a pre-configured solution built on a proven architecture.

Cloud services offer enticing options for long-term retention of growing data volumes. But many government agencies and other public sector organizations are hesitant to move citizen information and other highly regulated data to offsite clouds. Adhering to strict data privacy rules is critical.

At the same time, managed service providers are looking to provide their customers with new services, develop new revenue streams, and provide alternatives to the large public cloud providers.

The costs of public cloud services can be an additional issue. While cloud services offer appealing pay-as-you-go plans for archiving, organizations might need to upgrade their network for a public cloud connection. And if they need to restore data from the cloud, they might incur additional fees.

Enterprise solution provider ViON, which has been serving government agencies for 40 years, understands both the advantages of the cloud model and the unique needs of public sector

organizations. In the early 2000s, the company began augmenting its solution portfolio with “as-a-service” offerings. “We offered a cloud-like model before the cloud concept was introduced,” says Scott Aukema, director of solutions marketing at ViON.

Like cloud services, ViON as-a-service offerings provide flexible resources that organizations can easily scale up—or down—at any time. And importantly, the services enable organizations to opt for a flexible, pay-as-you-go financial model, allowing them to avoid large, upfront capital expenditures.

PLANNING AN ARCHIVING SERVICE AND STRIVING TO SPEED SOLUTION DELIVERY

In 2019, the company’s leadership team decided to expand its as-a-service offerings in conjunction with the launch of ViON Enterprise Cloud, a hybrid multi-cloud management solution. The team wanted to create services for archiving as well as hyperconverged platforms and object storage.

For the archiving service and other offerings, ViON management decided to try a new approach that could accelerate customer time to value. “We can provide anything as a service,” says Michael Lamb, product manager, solution infrastructure, at ViON. “But designing completely custom solutions can require a really long lead time. We wanted to create pre-defined, pre-architected, and pre-priced solutions that would shorten the design process and speed deployment for our customers.”

BUILDING AN ARCHIVE-AS-A-SERVICE OFFERING WITH QUANTUM STORNEXT AND TAPE

The ViON team was intrigued with what Quantum could contribute to an archive-as-a-service offering. “We discovered that by using Quantum tape libraries powered by the Quantum StorNext File System, we could provide a public cloud-like archiving experience, but on premises—and at a lower cost than public clouds,” says Lamb.

Unlike a public-cloud archiving solution, the newly created ViON solution keeps data close at hand and even enables government agencies to use an air-gapped configuration for additional protection from cyberattacks. “For government agencies, the ability to retain control of archived data while also reducing costs is a powerful combination,” says Lamb.

An existing relationship with Quantum gave the ViON team the confidence to move forward with a new partnership. “We’ve had customer successes with Quantum in the past,” says Lamb, “so we knew we could build a successful archiving solution with Quantum.”

Working together, teams from ViON and Quantum established the best sizing for the base solution, which uses the Quantum StorNext File System to provide either a file or object interface to store data, and Quantum tape storage as the low-cost, long-term storage technology. ViON adds the right mix of professional services to help deploy and support the offering.

ACCELERATING CUSTOMER TIME TO VALUE

The new ViON Archive as-a-Service offering has gained significant traction with new and existing customers.

“We have dramatically reduced design and deployment time by building our ViON Archive as-a-Service offering on Quantum,” says Lamb. “If a customer says, ‘That’s exactly what we need,’ they can buy it right then and there. Instead of spending a month or more on architecting, we can provide a pre-configured, proven solution right out of the box.”

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Solution Infrastructure,
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ABOUT ViON

ViON Corporation is a cloud service provider with over 40 years of experience designing and delivering enterprise data center solutions for government agencies and commercial businesses. The company provides a large portfolio of “as-a-service” offerings, including infrastructure, multi-cloud, and artificial intelligence solutions.

Focused on supporting customers’ IT modernization requirements, the company introduced the ViON Enterprise Cloud to provide a streamlined platform for auditing and controlling technology in an evolving multi-cloud world. The ViON Marketplace allows customers to research, compare, procure, and manage a full range of Everything-as-a-Service solutions from leading manufacturers via a single portal.

ViON delivers an outstanding customer experience at every step with professional and managed services, backed by highly trained, cleared resources. A veteran-owned company based in Herndon, Virginia, the company has field offices throughout the United States.





SIMPLIFYING BUDGETING WITH LOW, PREDICTABLE MONTHLY COSTS

The new offering enables organizations to reduce costs compared with cloud services. “Unlike public cloud solutions, this archive-as-a-service offering doesn’t add operation charges,” says Lamb. “Our customers have a low, predetermined monthly fee per gigabyte used—nothing extra. And because the archive is on premises, they don’t have to pay to upgrade their network for a public cloud connection or pay fees to restore data.”

If data retrieval is necessary, customers can do it fast and easily. “Most government agencies don’t need to retrieve data from their long-term archive—they can pull data from a recent backup if necessary,” says Lamb. “But if they do need to retrieve archived data, they can do it very quickly and simply because the data is right on premises.”

MAINTAINING THE FLEXIBILITY FOR DELIVERING CUSTOMIZED SOLUTIONS

Building on the Quantum platform gives ViON the flexibility to tailor the archiving service for specific customer requirements. “If customers want additional features beyond our base offering, or if they wish to customize the SLAs of their service, we can incorporate them easily,” says Lamb. “Because we’ve started with well-tested Quantum technology as our foundation, we can still provide a customized archive solution in far less time than before.”

Quantum

Quantum technology and services help customers capture, create, and share digital content—and preserve and protect it for decades at the lowest cost. Quantum’s platforms provide the fastest performance for high-resolution video, images, and industrial IoT, with solutions built for every stage of the data lifecycle, from high-performance ingest to real-time collaboration and analysis and low-cost archiving. Every day the world’s leading entertainment companies, sports franchises, research scientists, government agencies, enterprises, and cloud providers are making the world happier, safer, and smarter on Quantum. See how at www.quantum.com.

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