



## Customer Challenge

A leading contractor for the US Department of Defense (DoD) was facing a number of challenges. First, they had an aging storage infrastructure based on NetApp filers that needed to be updated because it wasn't meeting the needs of the enterprise. Second, they had a cloud-first initiative that they needed to execute on, but were concerned about moving to the cloud without sacrificing performance. Third, with multiple locations distributed across North America, they needed a solution that would enable them to collaborate on the same files in real-time. Finally, and perhaps most important, as a government contractor, they needed to upgrade security to meet strict NIST 800 -171 requirements.

- **Aging NetApp filers** – They had been using a series of aging NetApp filers that they were going to need to replace. Their existing NetApp systems were based on HDDs and were simply not able to deliver the performance needed to meet their service requirements. In addition, processes like backup and disaster recovery were complex and costly.
- **Cloud-first initiative** – As part of moving away from their legacy NetApp infrastructure, they knew they did not want an on-premises solution and had implemented an initiative to move to the cloud. To meet this goal, they were moving to the Microsoft Azure Government Cloud. Support for Microsoft Azure Government Cloud was a hard requirement for them due to the sensitivity of their data. While they had a cloud first initiative, they also knew that they were going to need local caching to meet the strict performance requirements.
- **Real-time collaboration** – A primary driver of the need for high performance is that they had to support advanced CAD designs created primarily with SolidWorks. Users distributed across North America would need to be able to share, access, and collaborate on these large, complex files. Their headquarters is in Joplin, MO, where they have their primary manufacturing. They recently added another corporate location in St. Louis, MO. They also have research and development centers in East Greenwich, RI and San Francisco, CA for a total of about 1000 employees operating in the US for aerospace and defense. In

addition, they also have a medical division based out of Vancouver, Canada. Any chosen solution would have to enable users at these distributed sites to collaborate on files in real time.

- **Security requirements** – As a contract manufacturing organization serving the DoD, Lockheed Martin, and Raytheon for batteries that are required for military applications, they faced unique challenges with their data. They had to upgrade the security throughout the organization to meet strict NIST 800 171 requirements. NIST 800 171 is a codification of the requirements that must be followed by all DoD contractors. It governs the security requirements for any non-Federal systems that store, process, or transmit Controlled Unclassified Information (CUI) or provide security for such systems. It was a new requirement that they had to be in compliance with by January 1, 2018.

### Customer Challenge

- Needed to replace aging NetApp filers
- Had an initiative to move to Azure Government Cloud
- Needed to enable real time collaboration
- Had to meet strong regulatory compliance requirements

### Solution

- Panzura Freedom Collaboration

### Results

- Transformed legacy NAS to the cloud without sacrifice
- Simplified backup and DR processes in the cloud
- Improve productivity with SolidWorks & AutoCAD across sites
- Achieved high availability
- Met DoD requirement for NIST 800 -171 compliance

### Vertical

- Manufacturing



## Chosen Solution

After evaluating a number of solutions, they chose Panzura Freedom Collaboration to meet all of their requirements including: transforming their storage infrastructure from complex and costly to simple and cost effective; migrating to the cloud without sacrificing performance; enabling real-time, global collaboration; and meeting stringent security mandates.

Panzura Freedom is an intelligent hybrid cloud NAS solution underpinned by Panzura CloudFS, the first enterprise file system purpose built for the cloud. Panzura Freedom consolidates storage, replaces legacy NAS, and enables real-time, global collaboration without limits. With Panzura Freedom, enterprises gain the agility, scalability, and durability of the cloud while achieving data center performance.

Panzura Freedom solutions are FIPS 140-2 compliant, which enabled compliance with federal regulations. Local, high performance caching delivered the performance that they required.

## Results

- The DoD contractor was able to transform their legacy NetApp infrastructure to the cloud without the need to rewrite applications or sacrifice performance. In doing this, they were able to centralize islands of data, significantly reducing both cost and complexity while gaining the agility, durability, and scalability of the cloud.
- Because Panzura Freedom always stores the data in the cloud as a single source of truth, they were able to replace and simplify their backup and disaster recovery processes. Every time there is a change to the data it is protected through snapshots, an unlimited number of which can be stored in the cloud. Snapshots can be taken with any frequency to meet any retention requirements. "I no longer have to worry about backup and restoration." said their Senior Director of IT "The data is all there. I can pull my backup and restore files whenever needed."
- They have experienced improved productivity with the ability to collaborate in real time on the same file from any location. They were able to instantly access data with the response times that they were looking for with SolidWorks and AutoCAD design files. They were able to do this while integrating two sites that were previously on separate domains.
- They also saw the benefit of redundancy and high availability. With Freedom Collaboration, every site within the CloudFS file system can access all of the data within the file system. In the event that a site loses connectivity for any reason, every other site already has access to the data and can continue to work without interruption. Access to data is controlled by strong standards-based authentication.
- Because Panzura Freedom is FIPS 140-2 compliant, they were able to meet strict NIST 800-171 requirements. With Panzura Freedom, data is fully encrypted at rest with AES 256-bit encryption while data in flight takes advantage of TLS 1.2 encryption. As a further benefit, Panzura Freedom always performs deduplication and compression of data before it is sent over the wire for maximum efficiency. This process also provides an additional level of obfuscation for the data.



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