

## CUSTOMER SUCCESS STORY: STEADFAST EXTENDS CUSTOMER'S PRIVATE CLOUD TO HOSTED HYBRID FOR HIGH AVAILABILITY FAILOVER



**INDUSTRY:** Integrated Media Service Provider

### Goal:

- Cloud reliability
- Business continuity

### Challenge:

- Maximize current data center investments

### Solution

- Extension of private Cloud VMWare® environment
- Managed Servers

### Results

- High availability failover protection

### Profile

Customer is a marketing and media services provider with 51-200 employees and annual revenues between \$25-\$50 million.

### Challenge

Customer was using a fully integrated VMWare® environment hosted on an internal private cloud environment that was expected to meet 24/7/365 demands to support their own customers' services. Realizing that any downtime would directly impact both their revenue and reputation, the customer began to question whether or not their internal cloud was resilient enough to address risks. However, given the costly investment in their private cloud environment, the customer was reluctant to committing to yet another new infrastructure redesign.

### Solution

The customer brought their challenge to the Steadfast for discussion. Rather than redesigning their cloud environment, the Steadfast IT team developed a unique solution to extend their existing private cloud VMWare® environment into Steadfast data centers over the Internet. By seamlessly integrating with Steadfast managed servers, the customer now had a fully redundant data center on stand-by that could be instantly spun up if anything went wrong with their internal service. This transformed their internal private cloud into a more robust hybrid cloud solution.

### Results

The customer's new hybrid cloud quickly and cost-effectively enabled high availability failover for all of its critical systems. In the event of a hardware or network failure in their primary location, their system will failover automatically, resulting in near zero downtime for the customer or its clients. As an additional feature of their new hybrid environment, powered by VMWare® ESXi technologies, the customer is also capable of bringing additional resources online and on-demand during peak utilization times.



To learn more, visit [steadfast.net](http://steadfast.net), call 312-602-2689, or email [sales@steadfast.net](mailto:sales@steadfast.net).

Follow us

