Zadara *(logo)*

Spirit 21 Enhances Managed Services Portfolio with Enterprise STaaS

Using Zadara's enterprise storage-as-a-service (STaaS), Spirit 21 provides their customers scalable, secure enterprise-class storage.

SPIRIT/21

Summary:
SPIRIT/21 has enjoyed steady growth since it was founded in 1998. With the implementation of Zadara solutions the portfolio of SPIRIT/21 gained significantly flexible storage options and consistent cost control.

Challenges:
- Enhancing the managed services portfolio with a storage solution that ensures single tenant experience, individually tailored contracts, scalability, data access control, and on-the-fly adjustments that don't affect customers
- SPIRIT/21 was looking for a cost-controlled solution.

Solution:
- SPIRIT/21 adopted Zadara Enterprise Storage-as-a-Service to gain the aforementioned enhancements and flexibilities.

Results:
- Fast and simple deployment enabled by fully-managed support and Zadara ease-of-use features
- All flexibility goals and full cost control achieved.

When is a services portfolio really diverse? SPIRIT/21, a thriving medium-sized IT company with a dynamic team and in-depth experience, can confidently make this claim, offering its customers a unique advantage.

SPIRIT/21 provides a whole range of managed IT services, from application management and hosting (SAP, storage, application) through to enterprise mobility and mobile device management. Storage, backup, collaboration and network management are also included in the portfolio.

SPIRIT/21 has enjoyed steady growth since it was founded in 1998. Consultancy and services have been optimised constantly and effectively over the years. SPIRIT/21 is among the leading companies of its sector in Germany. A glance at its client base impressively reflects this: global market leaders, hidden champions and companies who are making their own mark at a regional and national level are all represented.

Zadara's Enterprise Storage-as-a-Service Simplifies

SPIRIT/21 seeks highly customised solutions. Key requirement is that the solutions can grow with its individual customers. Storage services should be fast, secure, cloud-based, cost-controlled (with a pricing model based on actual consumption). They should also offer high availability and be flexible with regard to the location that best satisfies customers' respective needs. This is where Zadara comes into play. The company offers the most advanced form of storage-as-a-service solutions (STaaS) in the market.

Standard storage structures, e.g. with separate storage hubs for individual applications, cannot match Zadara's services. The most powerful advantage that comes with Zadara's portfolio is the minimisation of risk on the customer's side. No other provider in the market comes even close.

Gregor Schiechel, Senior Technical Consultant at SPIRIT/21, explains: "100% cost control, consistent data availability - the decision to choose Zadara was easy."

Fixed-list prices are passé.

CPUs and SSDs, customised invoicing – Zadara's STaaS architecture keeps the price on a downward spiral. According to Zadara's philosophy, customers should only have their own computer hardware installed locally. All additional storage requirements should be purchased flexibly to keep pace with ever-changing needs. This cost-controlled concept is entirely customised based.

Companies usually have complex and widely differing storage requirements. With Zadara, prices are tailored individually. Companies can rent the solution in a test phase. Zadara makes the initial investment and covers the risk.

Better safe than sorry: multi-tenancy, single-tenant experience.

SPIRIT/21 is extending its services powerfully with Zadara's Enterprise Storage solution. Customers manage their respective keys at all times. Only they control access to their corporate data.

Says Schiechel: "As an Amazon Web Services (AWS) Consulting Partner and Microsoft Azure Partner, SPIRIT/21 aims to provide reliable cloud solutions with multitenancy and high availability, and complete cost control as well as in-flight and at-rest data protection. Zadara's solutions ensure all that."

SPIRIT/21 is particularly impressed by Zadara's multitenancy feature. Security is key: single-tenant experience and complete data control at all times.

Zadara was installed at SPIRIT/21 in February 2018. The first workload was in May 2018. Agility, no pre-financing, and flexible contract periods are far from being empty promises when it comes to Zadara.

Magic happens in the background.

Cost control, security and scalability are other major criteria named by Gregor Schiechel when comparing different producers. In the end it was Zadara who led the field for SPIRIT/21. Zadara's data centres are up to the mark: updates or hardware adjustments are carried out without ever affecting customer's current needs.On-the-fly adjustments are part of Zadara's core strengths; often it's just a question of mere hours to implement an adjustment.

Modular principle: cloud or no cloud, whatever works best.
Complex solutions with on-premise parts, data centres, and cloud are not a problem for Zadara: the modular principle makes it easy to adapt and offer tailored solutions.

Schiechel: "We were looking for a flexible storage solution that can handle standard storage requirements and provide cost-controlled cloud technologies right through to the customer's data centre. "The cloud is also a major component in our big data / AI portfolio."

Zadara technical support available 24/7.
The team at SPIRIT/21 is particularly impressed by the precise scalability and simple handling of the Zadara storage solution, and by the short communication paths. Zadara appears to be always within earshot to counsel and support.

The majority of the systems at SPIRIT/21 as well as customers' systems are virtual. The company is using Zadara for backup-to-disk target, storage for ESX datastores, S3 Archiving and its disaster recovery service. The storage infrastructure at SPIRIT/21 is based on HA systems, MetroClusters and NearStore (NetApp). SPIRIT/21's portfolio includes private, hybrid, and public cloud solutions.

Gregor Schiechel sums it up: "The price-performance ratio is right". He and his highly motivated team with their core focus on customer needs are delighted about the dynamic cooperation with Zadara.

"100% cost control, consistent data availability — the decision to choose Zadara was easy."

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