

## CASE STUDY

# Industry-Leading Genetics Firm Enjoys Flexibility of Storage Contract Plus 90% Cost-Savings

## The Customer

Headquartered in California and built by scientists, genetic counselors and physicians, this award-winning industry-leading company's advanced genetic testing solutions have enabled healthcare professionals over the last two decades to confidently make informed care decisions for and with their patients.

## The Challenge

The customer was in the process of moving 15 PB on archived LTO tape to the cloud—and timing was of the essence, as they needed to complete this project within six months. Unfortunately, it was virtually impossible to ensure an efficient and smooth migration that went straight from tape to cloud.

The company realized they would need to temporarily download all files to digital storage/local disk first, and then to the cloud. But while they already had an Isilon footprint for production purposes, they were unable to use their existing hardware to migrate the tape back into that production cluster. Meanwhile, they did not want to needlessly purchase new hardware that would be used only in the short-term.

## The Solution

As such, the company began searching for an “in-between” storage solution—and turned to Scale Service for a unique arrangement that met all their needs for flexibility and cost.

Ultimately, that arrangement was a temporary one in which Scale Service delivered, configured, built out and installed an intermediate rental EMC Isilon cluster for the company according to their specs—and provided hardware and software support from Level 1 to Level 4 through to completion, when that storage would eventually be pushed to a top cloud provider.

## The Benefits / Results

- ✓ **Flexibility of contract**—Scale Service enabled the customer to treat the rental as an operating expense (OPEX) versus a capital expense (CAPEX)—expediting approvals for funding with financial decision-makers within the company.
- ✓ **All-inclusive equipment and professional services**—Put simply, Scale Service provided multi-level expertise under one roof for the term of the rental. From hardware and software installation to equipment removal and powering down and everything else in-between, the customer significantly benefited from ease of doing business with one sole partner and point of contact for this project. (Note: Scale Service also provides additional professional services including migration and software tuning.)
- ✓ **Enormous cost-savings**—In contrast to buying brand-new hardware from the OEM outright, Scale Service enabled the company to rent—and even extend the rental if necessary—the technology and services they needed at 90% of the original cost. Moreover, if the customer was not able to complete their project within the original timeframe, Scale Service is nimble enough to provide monthly extensions on the rental.