

Migrate Data Securely and Reliability at High Speed with IBM® Aspera®

CUSTOMER PROFILE

A Public Electric utility with over 30 years of archived data.

CUSTOMER PROFILE

Running out of space in on-premise data center, and need to migrate data, VMware cluster and virtual machine images to a remote data center enterprise grade security.

DATA FOOTPRINT 500TB of files + VMs on a SAN

BUDGET ~\$500,000

SOFTWARE EVALUATED

SFTP, HTTP, Rsync, Robocopy. All methods failed to successfully transfer everything from the SAN.

HARDWARE EVALUATED

Considering infrastructure upgrades (such as WAN acceleration) but are concerned about project budget and timeline, with no assurance of performance. Also looked at shipment of physical disks, but are concerned about security and timeline.

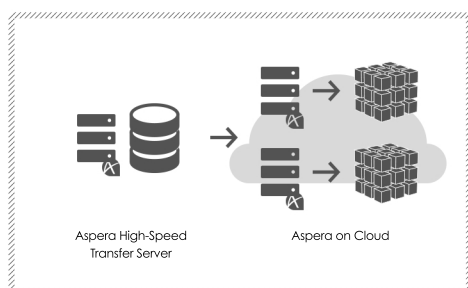
28 DATA CENTERS
ACROSS ALL MAJOR CLOUD PROVIDERS

100TB IN 24 HOURS
MIGRATED TO THE CLOUD
OVER A 10 GBPS LINE

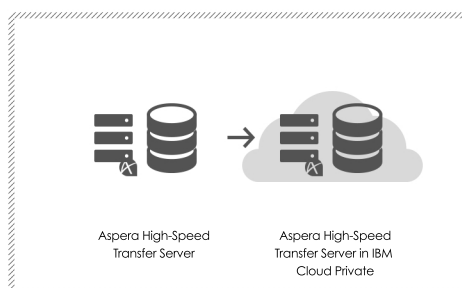
MILLIONS OF FILES
MIGRATED WITH EASE AND SPEED

TECHNOLOGY	COMMON COMPETITOR	ASPERA IS BETTER
<ul style="list-style-type: none"> Commercial Software 	Accellion, Signiant, SFTP, Panzura, NetApp, Avere	Patented, proven robust solution that can use all available bandwidth without any network situation
<ul style="list-style-type: none"> Commercial Hardware 	Physical Transfer appliance, e.g., AWS Snowball, Microsoft Azure Data Box WAN acceleration devices, e.g., Riverbed, Silverpeak	Fastest data transfer, no possibility of physical data breach Fastest data transfer for unique, unstructured data, highly scalable software only solution, compliments WAN acceleration hardware
<ul style="list-style-type: none"> Open Source Software 	Rsync, Robocopy	Fully supported, secure & reliable technology backed by IBM
<ul style="list-style-type: none"> Cloud Branded Services 	AWS Direct Connect, AWS S3 Transfer Acceleration, Azure migration solution, Google Cloud migration solution	Use public internet with existing hardware and no requirement for expensive, dedicated connection; direct transfer to cloud object storage

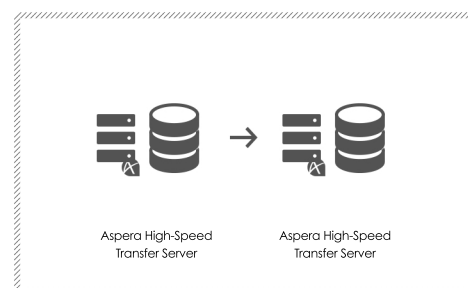
ON-PREMISES TO CLOUD



ON-PREMISES TO IBM CLOUD PRIVATE



ON-PREMISES TO ON-PREMISES



SOLUTION COMPONENTS

1x Aspera on Cloud, Enterprise edition annual license, transferring 200TB; includes High-Speed Transfer Server endpoint

ESTIMATED COST*

Annual license, 500TB transfer volume ~\$400,000

SOLUTION COMPONENTS

2x High-Speed Transfer Server (HSTS), 10Gbps

ESTIMATED COST*

Perpetual license; first year support & maintenance included ~\$400,000

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*NOTE: Pricing for smaller and larger deployment of any type is available.