Cyxtera

Large retail services provider saves $800k by migrating to Cyxtera's Global Platform

Cyxtera's XaaS ecosystem enables rapid
data center migration and significant cost savings.

As a high-growth business, a large, US-based retail services provider needed to be able to move quickly, but often found that they were slowed down by their in-house infrastructure. By migrating from an on-prem data center to Cyxtera's colocation offering, the company was able to transform the way they managed data and systems, shifting to a highly agile and flexible model at record pace. Today, this company uses Cyxtera to host mission-critical business applications that serve over 800 employees.

With Cyxtera's suite of technology offerings, hands-on implementation support, and close collaboration with Nutanix, this customer unlocked the agility, savings, and operational efficiencies they needed at a critical moment for their business.

Results by the numbers:

3X	**$800,000**	**25%**
reduction in migration time	overall annual savings	reduction in operational resource cost

Problem

→ For years, this customer had hosted all their proprietary applications in an on-premise data center. But, over time, they found that this setup placed limits on their organizational agility and pace of innovation. In addition to delivering applications, their IT team was also tasked with the heavy operational burden of maintaining the company's entire data center environment. This made it difficult to quickly react to market changes or add new capacity as needed.

To address these obstacles, the customer decided to make a dramatic shift in their IT strategy. They wanted to increase agility and decrease the resources spent on infrastructure, which would let them shift from maintenance to supporting active growth across their portfolio of technology-enabled solutions.

In addition to their demanding performance requirements, they had a mandate to maximize flexibility, minimize capital costs, and drastically simplify their management burden. With these requirements and a short timeframe in which to achieve them, the search for the right partner began.

Customer Overview

This customer serves the retail industry by offering a complete network of data-driven applications and tools to help brands and retailers guide consumers from shopping to buying. They help their clients grow through rich consumer insights, programmatic digital media offerings, and a suite of technology-enabled strategic consulting services.

"We didn't want to get into the business of managing a generator, UPS, or physical hardware. It didn't make sense for us to manage physical hardware anymore."

Senior Director | Infrastructure and Operations

Solution

→ For the core of their environment, this customer knew that they needed high-performance servers, resilient internet connectivity, and direct cloud access— all without the burden of managing hardware. And, to safeguard their business, they needed a global partner who could provide true, geographically distributed disaster recovery in addition to core production space.

Though they evaluated a complete cloud migration, the company ultimately chose Cyxtera because its global footprint, XaaS offerings, rich connectivity, and expert implementation staff met their requirements for agile, rapidly-deployed and resilient infrastructure.

Enterprise Bare Metal (EBM), Cyxtera's Compute as a service offering, met the client's core needs for high-performance computing. With EBM, their team was able to migrate their applications directly to dedicated, pre-configured servers without the need for procurement, physical deployment, or ongoing management. This instantly unlocked value by lowering their TCO and cutting out costly capital expenditures.

This agility extended to IP Connect, Cyxtera's on-demand blended-bandwidth service. IP Connect solved for resilient, high-speed internet connectivity without requiring a carrier to turn up their connection. To solve for their hybrid cloud needs, the team connected directly to AWS through cloud on-ramps within Cyxtera's data centers. Finally, this solution was deployed across Cyxtera's EWR and DFW campuses, enabling the customer to establish both a production and a disaster recovery environment with a single data center provider. At each step along the way, Cyxtera's expert operations staff helped ensure a smooth and speedy migration.

"Enterprise Bare Metal offered speed and flexibility that hasn't been there in the past. It let us avoid procurement, break/fix, and other issues with managing hardware."

Senior Director | Infrastructure and Operations

Benefits

Fulfilled performance requirements and removed limits to growth by deploying HCI compute clusters through Enterprise Bare Metal

Accelerated time-to-solution by leveraging IP Connect, enabling resilient IP bandwidth without waiting for a carrier to connect to their environment.

Accelerated workflows with remote provisioning, monitoring, and management enabled by the Cyxtera Command Center

Met both production and disaster recovery needs by deploying across our New York/New Jersey (EWR) and Dallas-Fort Worth (DFW) data centers

Fulfilled hybrid cloud needs by creating direct connectivity to AWS via cloud on-ramps

Experienced a smooth, seamless migration thanks to Cyxtera's expert support and operations staff

Results

→ By leveraging Cyxtera's turnkey solutions for compute and connectivity, the customer was able to get the best of both worlds, increasing performance and business agility while simultaneously reducing costs. They beat their migration estimates by 6 months, saved $800,000 in CapEx, and were able to maintain a lean team, all while transforming their IT infrastructure and positioning their company for rapid growth.

"From the first point of contact, Cyxtera has been easy to work with. The teams were there day and night when I needed support. Cyxtera and Nutanix made themselves available at the drop of a hat."

Senior Director | Infrastructure and Operations

Evaluating your own data center migration? Cyxtera can help. Contact sales@cyxtera.com or call 1-855-699-8372.