MSP chooses StorageCraft Cloud Services as the scalable alternative to having their own data centre.

Is maintaining your data centre an activity trap? Free your business to grow with StorageCraft® Cloud Services.

Established in 1998, Kogo is a leading provider of B2B managed IT infrastructure services to a wide range of SME & corporate companies. The company provides managed services to retail, manufacturing, healthcare providers, financial/legal institutions and distribution hubs.

Kogo provide tailored support packages to companies to ensure they meet their requirements; from prepaid support hours to 24/7 support contracts.

In addition to support, Kogo also offers managed services and solutions including business continuity, cybersecurity, disaster recovery and more.

Kogo has built its Disaster Recovery offering on the StorageCraft Recovery Solution. They have their own data centre and traditionally replicate customer data to this.

However, they have taken the decision to migrate a large number of their customers to StorageCraft Cloud Services. This is their story.

“We have been offering Disaster Recovery solutions for a number of years (using StorageCraft software).”

We developed our KogoVault service as a Premium service. We were using StorageCraft ShadowProtect to replicate to our data centre. If we needed to do a recovery, we could copy the client’s images to a “loan” server we would have in stock and then bring this back to the partner site.

2 significant events changed things:

“The first significant event was that we brought on board a new important customer to the business. The company produces filters and are suppliers to the Ministry of Defence.

Their compliance requirements for a data centre were at a higher level than our KogoVault. We knew that StorageCraft had recently launched their StorageCraft Cloud Services. The StorageCraft data centre is Tier 3 with Military-grade security (SSAE 16 certified, AES-256 encryption) so it met the requirements of our customer.”
“What we now have is a scalable cloud failover solution. This means our sales people can continue to grow the business without us struggling technically to meet demand.”

Growing business needs a scalable cloud offering

“As we added more customers to KogoVault, we saw that the process was becoming more labour intensive. We started with a few machines and it was manageable, but as we got to 150 machines in the cloud, we started having capacity and scalability issues.

In addition, we were seeing that every 6 months or so we needed to add more space. This in itself became a project for us, as we needed to move customer’s data around.

Therefore, we compared all of the activity we were doing to maintain our data centre with the ease of using StorageCraft Cloud Services.

Our technical teams were pushing hard for us to move to StorageCraft but we needed to be sure that the figures worked!

When we looked at the economics, we realised that it was very cost effective for us to move many accounts to StorageCraft Cloud Services.

This is what we have been doing over the past number of months and the results have been great.

In fact the only concern is that the virtual machine specs, temporarily put at the disposal of our clients (in the event of a disaster), are so high, that some customers may not want to come off them!”

“Overall, we were delighted that we could offer the customer a rock solid solution.”