



The agility to power growth in data management

Harbor Solutions is a data management specialist. To thrive in a dynamic market for cloud services, the business wants to establish a flexible, scalable infrastructure platform. Through its engagement with Fujitsu, and the adoption of the FUJITSU uSCALE pay-per-use model, the business has created the scale, agility and capacity-on-demand it needs to react quickly to market opportunities, with commercial certainty.

About the customer

Harbor Solutions is a UK-based data protection and data management specialist. It provides customers with Backup-as-a-Service (BaaS), Disaster-Recovery-as-a-Service (DRaaS), public cloud protection services, and consultancy. It was founded in 2013 and is based in London.



Industry: **IT services**



Location: **UK**



People: **35**



Web: **harborsolutions.com**

Challenge

To establish a flexible and scalable infrastructure platform with a consumption-based commercial model.

Solution

- 16 nodes of XF appliances based on PRIMEFLEX for Nutanix Enterprise Cloud with FUJITSU uSCALE



“The combination of Nutanix and Fujitsu enables us to deploy infrastructure resources in our data centre and consume like the public cloud.”

Nick Barron, Chief Technology Officer, Harbor Solutions

Exploring opportunities in data management

Harbor Solutions is a data protection business with ambitions to move into the data management market. Businesses want to drive more value from their data, says Nick Barron, Harbor Solutions’ Chief Technology Officer. Harbor wants to capitalise on this trend.

“As customers’ data grows, their use of cloud services grows. The need to protect data doesn’t go away, but it does change,” Barron explains. “Backup needn’t be a cost; it can drive value back into the business.”

Harbor wanted to move away from the running of data centres, and into a consumption-based model of services. This would ensure the scale and agility to move quickly when an opportunity presented itself, but not tie the business to formidable upfront Capex. It would also free Harbor to focus on value-driven services for its customers.

“If an activity doesn’t add value to your business, get someone else to do it,” says Barron. “We need storage and compute, but we don’t need to run a data centre. It adds no value to us.”

Establishing a seamless management solution

Fujitsu’s solution comprises 16 nodes of XF appliance based on PRIMEFLEX for Nutanix Enterprise Cloud, via the FUJITSU uSCALE pay-per-use model. The approach addresses both Harbor’s technical and business requirements. The Fujitsu Integrated System, PRIMEFLEX for Nutanix Enterprise Cloud includes Nutanix data centre management software, and delivers a single management interface that unifies Harbor’s on-premise servers with private and public cloud, enabling Harbor to have a seamless management solution.

The FUJITSU uSCALE commercial solution is Fujitsu’s scalable infrastructure, consumption-based, flexible, financial solution. This allows Harbor to expand its data centre capacity to meet changing data demands and pay for what it uses on a monthly basis.

“We were blunt with Fujitsu,” explains Barron. “We didn’t want to pay £500,000 upfront for infrastructure. It was the only vendor capable of taking this on, and making it work.”

Creating capacity-on-demand and a new commercial model

The result is a business that is better prepared to exploit market opportunities, and less exposed to risk. The uSCALE solution means Harbor can avoid having to commit to large costs on infrastructure that it may not use.

“It takes an element of risk out of the business,” says Barron. “When we grow, we can see clearly the cost associated with that growth. We have a simple cost per node, per month. I can add or take nodes out, and our monthly cost changes accordingly. It provides certainty around our outgoings.”

This clarity allows Harbor to create similar ‘as-a-Service’ commercial models and pass on the cost benefit to the customers. From a technical perspective, Barron continues, the engagement “dramatically improves Harbor’s time to availability.” New customer services can be on-stream faster, and more efficiently.

“The combination of Nutanix and Fujitsu enables us to deploy infrastructure resources in our data centre and consume like the public cloud. It gives us simplicity and scale. We have capacity on demand,” concludes Barron. “Fujitsu’s desire to make this work and to understand our requirements on a human level has been brilliant. It’s a customer-centric mentality.”

£500,000

of avoided upfront costs by switching to the FUJITSU uSCALE commercial solution

FUJITSU

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