

# Government Service Provider Grows Adoption of Storage-as-a-Service



## Profile

A central technology service provider supports multiple agencies and departments in a state government. The service provider offers both primary and secondary storage, at different price points and levels of SLA, but finds that departments are not really growing their usage of secondary storage.

### Environment Snapshot

- Managing thousands of department shares across Windows (SMB/CIFS) and NFS
- Multiple Windows File Servers, Isilon, and NetApp filers
- Komprise data management software
- On-premise secondary object storage and cloud storage

## Key Challenges

- Departments do not know how much of their data is cold and not being used or how much it is costing them.
- Departments do not want a “one-size-fits-all” storage management strategy. They want to tailor policies to their needs.
- IT has to do more, with less, and needs to manage two-digit, year-over-year data growth—within flat budgets.
- Users should not have to go to multiple places to find data – they should be able to continue seeing and using their files, no matter where it sits.

## The Solution

The customer considered tiered storage from a single vendor, but decided against it because it created lock-in. They instead implemented different primary storage and secondary storage solutions, but had no easy way to analyze and manage data across storage.

The customer chose Komprise because they were able to use the software to sit down with each department and show how their data was growing, being used, and how each department could streamline its data management.

“

Komprise is so fast, easy and intuitive – in 15 minutes, we had everything up and running!

”

**Director of Information Technology,  
Houston Housing Authority**



## Benefits

- **Data insights to departments:** Central IT is able to build buy-in from departments because they are able to analyze each group's data usage and tailor policies to their individual needs
- **Data Archival and Replication Policies by Department:** Department-based policies and adoption of secondary storage
- **Lower storage costs:** Cut costs, shrink backups by reducing the actively managed footprint
- **No changes to user or application access:** Users and applications see no changes or disruption

## Why Komprise?

- Single solution that works across NetApp, EMC, IBM, AWS and other storage
- No static stubs that get corrupted or orphaned
- No storage agents
- No data virtualization or changes to the hot data path or metadata path
- Native access to moved data
- No expensive licenses
- No scaling limits
- No manual QoS management needed



## Recap

### Komprise Intelligent Data Management

Komprise enables organizations to handle the incoming flood of data. Providing automated software that adapts to the customer's environment and scales across their storage silos, both on-premise and cloud storage.

Komprise empowers organizations to manage today's massive scale of data growth, while unlocking data value. The software analyzes data across NFS and SMB/CIFS storage and transparently moves data across NFS, SMB/CIFS and REST/S3 storage. The modern, scale-out architecture requires no agents, no dedicated hardware or storage, no complex setup or proprietary integrations.

Komprise delivers native access to data in the cloud and is delivered as a hybrid cloud service.



Komprise, Inc.  
1901 S. Bascom Ave.  
Suite 400  
Campbell, CA 95008

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## Let's Chat

**For More Information About Komprise:**

**Visit: [Komprise.com](https://www.komprise.com)**

**Call: 1-888-995-0290**

**Email: [info@komprise.com](mailto:info@komprise.com)**

For media requests email [marketing@komprise.com](mailto:marketing@komprise.com).