



INTELLIGENT DATA PLATFORM FROM HPE BRINGS PREDICTABLE AS-A-SERVICE RELIABILITY TO WEBAIR

HPE Nimble Storage, HPE Apollo, and Veeam
deliver multitenant backup and DR

Industry

IT service provider

Objective

Assure reliable and scalable storage,
backup, and disaster recovery services
for multiple, diverse customer workloads

Approach

Leverage HPE Nimble Storage,
HPE Apollo, and HPE InfoSight to
build a versatile, multitenant intelligent
storage infrastructure

IT matters

- Supports unpredictable, diverse workloads on single storage platform
- Simplifies as-a-service operations for multiple hosted customers
- Enables Webair to proactively plan for capacity growth

Business matters

- Assures customers of getting reliable, secure storage and data protection
- Builds customer trust and confidence in Webair's services
- Supports Webair's strategy to expand business globally



With intelligent data platform solutions from HPE, Webair offers cloud-based storage, and Veeam backup and disaster recovery as a service for multiple, diverse customer workloads. Leveraging HPE Nimble Storage and HPE Apollo with HPE InfoSight predictive analytics, Webair assures customers of getting high performance and reliability with proactive scalability to meet their growth requirements.

Businesses come in many different sizes and types. In fact, it's probably safe to say no two businesses are exactly alike. And each has different approaches when it comes to IT. For example, many large enterprises have traditionally run their own infrastructures, with some pushing select workloads to public clouds. In contrast, a growing number of smaller companies run their operations entirely in public clouds. But what about those enterprises in the middle? For them, a public cloud infrastructure is too generic, and the IT staff needs to focus on critical

business projects rather than managing infrastructure. That's where Webair comes in.

With over 20 years of experience, Webair is a leading global IT infrastructure and cloud solutions provider, offering everything from disaster recovery (DR) as a service and off-site backup as a service to dedicated private cloud, managed security, and more. What sets Webair apart from other cloud providers is it will customize a hosted infrastructure for each customer's unique

“HPE InfoSight gives us the predictive analytics to make growth projections and anticipate when to buy additional hardware to support our growing customers. That’s why we use HPE, because they’re not just providing hardware, but also great software for managing our infrastructure.”

– Michael Ohayon, Chief Operating Officer, Webair

VERSATILE AND RELIABLE

HPE storage platforms and cloud data management software enable Webair to consistently deliver on customer expectations.



business and technical needs, including integration with the customer’s on-premises systems—even legacy systems.

Because Webair is fully accountable to its customers for ensuring the security and integrity of business-critical data and workloads hosted in its private cloud, the company must choose its technology partners very carefully.

Michael Ohayon, Webair’s chief operating officer, says, “Our customers put their confidence in us to deliver a solution that’s both incredibly reliable and secure. Therefore, it’s critical that we only work with trustworthy partners. We thoroughly vet every hardware or software vendor before bringing them on board.”

When it comes to enterprise storage to support its customers’ production workloads, backups, and disaster recovery, Webair relies on an intelligent data platform from Hewlett Packard Enterprise, built on HPE Nimble Storage and HPE Apollo 4200 systems. Why? Ohayon responds, “Not only does HPE have the experience, but they have the right products and customer references to prove those products live up to the claims. Beyond that, their support is second to none—you always get someone who’s educated on the product and knows how to help. HPE really shows that its customers come first.”

PREDICTIVE ANALYTICS ENABLE EFFECTIVE GROWTH PLANNING

For Webair, a complete storage solution for its diverse and dynamic customer requirements goes well beyond hardware. The company especially values the predictive, artificial intelligence (AI) capabilities that HPE InfoSight offers for both its HPE Nimble Storage and HPE Apollo 4200 environments.

Ohayon points out that a key advantage Webair brings to its customers, as a service provider, is the ability to grow without the need for large capital expenditures. That means Webair must be able to accurately project its capacity requirements over time to stay ahead of customer growth.

“We look for solutions like HPE InfoSight to give us full visibility into what’s going on in our HPE Nimble Storage and HPE Apollo 4200 environments at all times,” Ohayon says. “HPE InfoSight gives us the predictive analytics to make growth projections and anticipate when to buy additional hardware to support our growing customers. That’s why we use HPE, because they’re not just providing hardware, but also great software for managing our infrastructure.”

He adds that HPE InfoSight simplifies the operational aspect of supporting multiple customers. In the past, for example, Webair would have to build its own algorithms and dashboards using whatever data it could collect, but now HPE InfoSight provides that intelligence. “We don’t have to guess or make assumptions anymore. We can go into HPE InfoSight and see everything, not just capacity, but also any issues happening with the arrays. Say one of the arrays has a disk failure; rather than logging into nine different devices, we have it in one place.”

VERSATILE STORAGE FOR DIVERSE MULTITENANT WORKLOADS

For production environments, Webair provides its customers a hosted private cloud with dedicated VMware vCenter® clusters as a service, using HPE Nimble Storage as the back-end production storage. Key to this offering is the fact that HPE Nimble Storage supports multitenancy and VLANs, which Webair uses to segment customers.





A common challenge for service providers like Webair is supporting a wide range of different customer workloads. That's another strong reason why Webair chose HPE Nimble Storage for hosting production workloads.

Sagi Brody, Webair's chief technology officer, explains, "As a service provider, we can't control our customers' workloads or even necessarily know what they're running. HPE Nimble Storage allows us to accommodate many different types of workloads and deliver the performance required for each. Operationally and financially, it would be a nightmare to need specialized arrays for our customers' unique use cases or applications. HPE Nimble Storage is much simpler and gives us the best bang for the buck."

In addition, Webair offers its customers a choice of DR as-a-service offerings on HPE Nimble Storage. The main use case is using Veeam Backup & Replication to synchronously replicate data from a customer's infrastructure to the HPE Nimble Storage in Webair's private cloud.

Brody remarks, "HPE Nimble Storage is a great target for Veeam because of the inherent compression and deduplication. When we're replicating, say, a hundred different VMs from a customer, and it's all the same OS with all the same data, that gets reduced substantially because of the deduplication that HPE Nimble Storage provides. We also talk about how we encrypt data at rest on HPE Nimble Storage without impacting performance, so our customers' data is secure. That's another good selling point."

He adds, "We're selling an SLA, guaranteeing our customers that we can have their workloads up and running on our side within very strict timeframes. They may have non-HPE storage and want to know what

we're running, so when we tell them they'll be booting up on HPE Nimble Storage and we explain how HPE Nimble Storage has all these cool features to handle boot storms, and how we can guarantee them the performance level they need, it provides them a lot of reassurance."

In cases where the customer also has HPE Nimble Storage as their on-premises storage, Webair offers native HPE Nimble Storage replication as a service. This allows them to use the full range of built-in tools on HPE Nimble Storage with no need for a separate data mover, ensuring full platform-to-platform compatibility. For any HPE customer using HPE Nimble Storage, Webair has an ideal offering for off-site DR.

ASSURING RELIABLE, SECURE BACKUPS

For its backup as a service offering, Webair relies on HPE Apollo 4200 systems. The company uses SUSE Enterprise Storage based on Ceph, an open source distributed software-based storage solution. Ceph offers a number of advantages for Webair as it provides object storage with very high density, strong resilience, and extensive scalability, making it ideal for backing up data from multiple production storage sources in a cloud service scenario. However, it was critical that Webair chose a storage hardware system compatible with Ceph and able to complement Ceph's technical advantages. HPE Apollo 4200 systems offered the ideal match.

Brody says, "HPE already had reference architectures built for SUSE Enterprise Storage covering different use cases. They were able to provide us HPE Apollo 4200 systems for testing and work with our team to design the perfect system configuration for our needs."



“HPE Nimble Storage allows us to accommodate many different types of workloads and deliver the performance required for each. Operationally and financially, it would be a nightmare to need specialized arrays for our customers’ unique use cases or applications. HPE Nimble Storage is much simpler and gives us the best bang for the buck.”

– Sagi Brody, Chief Technology Officer, Webair

Customer at a glance

Solution

Multitenant storage, backup, and disaster recovery as a service

Hardware

- HPE Nimble Storage
- HPE Apollo 4200 systems

Software

- HPE InfoSight
- Veeam Backup & Replication
- VMware vCenter

This collaborative effort brought Webair a backup-as-a-service solution that supports a broad range of customer scenarios. Again, the company leverages Veeam Backup & Replication to back up from customers’ production storage, including legacy systems, to a Ceph repository on the HPE Apollo 4200 systems, which provides Webair with the affordability, density, and huge scale-out capacity needed for a wide range of customer backups.

“The HPE Apollo 4200 systems have the high-performance, enterprise-class storage we need,” Brody notes. “This helps us assure our customers that their backups will complete within the specified windows, are stored securely and reliably, and will be available quickly when needed.”

Another important factor in choosing storage from HPE is the global delivery and support availability. Webair has data centers around the world, and the company plans to roll out HPE Apollo 4200 systems at each location to provide backup as a service closer to its international customers.

CONSISTENTLY DELIVERS CUSTOMER EXPECTATIONS

Ultimately having versatile, reliable HPE storage platforms, along with cloud data management software, enables Webair to consistently deliver on customer expectations, allowing its customers to fully realize the value of choosing Webair as their service provider.

Brody says, “The primary benefit we offer our customers is service level assurance. We sell trust, so we need platforms that are solid and reliable. That’s why we continue to invest in HPE storage.”

Ohayon concludes, “HPE has given us the confidence to make HPE Nimble Storage and HPE Apollo 4200 systems our storage platforms of choice as we expand our company globally.”

LEARN MORE AT
hpe.com/intelligentstorage

Make the right purchase decision.
Contact our presales specialists.



Chat



Email



Call



Get updates