Unified Protected Remote Office Branch Office (ROBO)

Businesses are adjusting their physical, worldwide presence to expand customer reach, better service customers, and foster growth. Thirty-seven percent of midmarket companies list improvement of Remote Office / Branch Offices (ROBOs)* among their top 5 priorities over the next 12-18 months, as do 42% of smaller companies (100 to 499 employees).[1]

Optimized IT is fundamental to ROBO success. Performance can directly impact employee productivity, customer satisfaction and revenue, while inefficiencies erode the bottom line. Failing to invest in ROBOs can limit business growth.

With 3x TCO reduction, SimpliVity is the market-leading hyperconverged infrastructure platform, delivering the best of both worlds: x86 cloud economics and enterprise capabilities. SimpliVity delivers what companies need to get the most out of their ROBOs including:

- Improved, consistent application performance;

- Faster, more reliable data protection of ROBO data with less risk;

- Enhanced efficiency and effectiveness of existing WAN;

- Extended and simplified global management of all ROBO environments;

- Sustainable growth with lower TCO.

Common Challenges with Managing ROBOs

1. Application Performance: Latency problems with business-critical and customer-facing applications can occur during high volume WAN periods or they can run less efficiently when maintenance updates are delayed. Availability and reliability may be jeopardized by intermittent network outages—especially for ROBOs in more remote and rural areas in emerging markets

2. Data Protection: Successful backups and length of Recovery Point Objective (RPO) and Recovery Time Objective (RTO) are dependent on the speed of the WAN and quantity of data being passed. On-premises backup solutions introduce increased risk/cost when they require

on-site attention by non-technical or headquarters staff, or run past their windows and impact production application performance. These problems present a risk to business continuity at ROBOs which frequently lack a defined Disaster Recovery plan.

3. WAN Efficiency and Costs: ROBOs in many locations suffer from a lack of available WAN infrastructure and experience slow file transfer speeds. Controlling the costs of network bandwidth – including any optimization hardware – is a challenge, given the ever-growing volumes of data passing over the WAN.

4. Global Management across ROBO Environments: With limited or non-existent skilled on-site resources, the burden of ROBO management falls to centralized IT. Visibility across ROBOs with a multitude of different products is fragmented. Delays in deployment of new applications can limit revenue-generating opportunities at the ROBO – and put the organization at a competitive disadvantage.

5. Total Cost of Ownership (TCO) Maintaining multiple remote sites requires a significant investment in hardware and software, along with specialized IT resources necessary to manage complex legacy infrastructure at each location.

Why SimpliVity for ROBOs?

SimpliVity's Unified Protected ROBO solution offers the best of both worlds – x86 cloud economics and enterprise capabilities like performance, data protection, data efficiency, and global unified management.

To fully address the increasing challenges organizations are experiencing with ROBOs, SimpliVity's Unified Protected ROBO solution delivers fundamental innovations critical to ROBOs in a virtualized world:

1. Improved, consistent application performance

SimpliVity's Accelerator Card deduplicates, compresses and optimizes all data, inline, at inception, once and forever, globally. All x86 processors are reserved for production VMs instead of separate infrastructure applications.

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* Remote Offices / Branch Offices (ROBOs) or other dedicated location connected to headquarters and/or other corporate locations via a wide area network (WAN).
[1] ActualTech Media, 2015 State of Hyperconverged Infrastructure Market Report, May 2015.

2. Faster, more reliable data protection with less risk

SimpliVity offers built-in data protection, eliminating the need for specialized, ancillary backup and recovery technology that remain with other types of converged infrastructure—and can divert host CPU and memory resources from the production VMs. With SimpliVity, all data globally, independent of location, can be treated according to the same SLAs, RTOs and RPOs. All locations, local and remote, are presented as backup targets from a single, familiar interface: VMware vCenter. The solution also integrates with orchestration and automation software from a variety of vendors.

3. Maximize efficiency and effectiveness of existing WAN

SimpliVity deduplicates, compresses, and optimizes all data at inception globally across all ROBOs and significantly reduces the amount of data sent over the WAN, unlike other converged infrastructure solutions that lack specific technologies for inline data reduction and data efficiency. Median data efficiency is 40:1 with 20% of SimpliVity customers realizing data efficiency of 100:1 or more.

4. Extend and simplify global management of all ROBOs

SimpliVity offers VM-centric global management (policies, processes, operations) from a single, familiar interface (VMware vCenter) whereas other types of converged infrastructure do not provide a way of looking across all ROBOs—you must use multiple tools and views. Centralized IT teams no longer need to rely on inexperienced or non-existent IT staff to manage the VMs at remote sites.

5. Lowering the Cost of ROBO

SimpliVity lowers the cost of ROBO by offering a lineup that is optimized for ROBO environments, with a highly attractive entry price and fewer nodes required to achieve full high availability than other hyperconverged vendors. SimpliVity eliminates the need for specialized resources and drastically simplifies ROBO IT by natively combining all IT products and services below the hypervisor, combined with global unified management across all remote sites.

Customer Success Stories

More Reliable Data Protection

The Neenan Company improved their ROBO strategy with the use of SimpliVity and realized a 75% increase in performance, 24 times faster backup performance and improved disaster recovery, and hyperconverged infrastructure with integrated data protection.

"[With SimpliVity,] we have near-continuous disaster recovery protection, and storage that will not have to be addressed for three years."

- George Dial, IS Manager, The Neenan Company

Maximize WAN Efficiency

Vollrath, a SimpliVity customer, saved up to $30K/year for remote data center support by deduplicating, compressing, and optimizing data inline over the WAN. Vollrath was able to move an 80GB server over their T1 line in Wisconsin and back it up in their New York office using less than 1% of the pipe in under 15 minutes.

Global Unified Management

Coughlan Companies' central operations team now manages its geographically distributed enterprise with SimpliVity's VM-centric global unified management using VMware vCenter.

"Before SimpliVity we spent 80% of our time working on day-to-day IT administration and 20% of our time working on strategic architectural issues. With SimpliVity we now spend 80% of our time innovating and driving key business initiatives."

– Brett Hoerner, Manager of Infrastructure and Support Services, Coughlan Companies

To read more view SimpliVity's Customer Testimonials.

Solution Summary

Businesses invest in establishing and maintaining ROBOs to achieve strategic goals like increasing customer loyalty, expanding into new markets and getting products to market faster or more cost-effectively.

To get the best return on that investment, businesses need to choose the infrastructure that keeps employees highly productive and helps ensure business continuity—while controlling costs today and as the successful ROBO grows.

SimpliVity's Unified Protected ROBO solution offers distinct advantages over more conventional infrastructure choices by delivering better application performance, faster, more reliable data protection, greater WAN efficiency and effectiveness, global management across ROBO environments and sustainable growth with 3x TCO savings.

SimpliVity provides the best of both worlds – x86 cloud economics and enterprise capabilities – which makes it the optimal solution for the remote office branch office.

For more information, visit:
www.simplivity.com

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