RapidScale
personalizing business cloud

Case Study

Medical Manufacturing Company

Background

The customer is a large Los Angeles-based medical manufacturing company with over 500 employees. The majority of its business was relying on its ERP applications running on Dell servers, which cost the company $250,000 each. The manufacturer had four of these servers, and refreshed one each year. The IT manager had a signed purchase order for $250,000 ready for Dell to refresh one of the servers that current year, but had been waiting for the delivery of the server for over four weeks. The delay made him weary of the company's disaster recovery plan if the existing server were to have a catastrophic failure.

Pain Points

The IT manager believed that in the event of a disaster, the company could be heavily impacted due to how long it would take to get a new server up and running. This was downtime the organization simply couldn't afford to risk. The medical manufacturer is also heavily regulated by the FDA, and required a secure and compliant disaster recovery plan that would help it meet all requirements. Additionally, the customer was overspending for a mediocre server solution.

Opportunity

RapidScale's team of experts analyzed the customer's needs. It shared its Disaster Recovery as a Service product, CloudRecovery with failover, with the customer. The unique pricing of the solution would allow for a low monthly recurring charge of $2500 to install "shadow servers" to each production server, and back up the customer's data in RapidScale's SANs.

Key Points

Solution

RapidScale presented the customer with a solution to address their pain points, proposing CloudRecovery as the final product. The benefits of the solution far outweighed the costs, and in addition to value, RapidScale's secure infrastructure and data storage are in compliance with the FDA's strict guidelines. The customer no longer has to worry about lengthy downtime and can now take advantage of the server being backed up in a secure data center. They will increase bandwidth to support data that needs to be replicated. The medical manufacturer also plans to move production into the cloud with RapidScale as all of the existing servers reach end of life, which would add the Infrastructure as a Service solution, CloudServer. This solution would help the customer avoid stressful and expensive hardware refresh cycles.

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Packet Fusion

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