

Red River

STORAGE ON DEMAND

RED RIVER VIEWPOINT

Storage On Demand: The Power of Now

Learn more about the flexibility to grow faster, work smarter and access cutting-edge technology without sacrificing control.



TECHNOLOGY DECISIONS AREN'T BLACK AND WHITE. THINK RED.

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We've all played the guess-how-many-jelly-beans-are-in-the-jar" game. In today's rapidly shifting technology landscape, trying to gauge your storage needs can sometimes feel similar – only while you're counting, folks are simultaneously pouring more beans in the jar and grabbing a few to eat. The number is constantly changing and it's tough to keep up.

With Big Data analytics and visualization delivering big results at the expense of capacity and processing, it's become more critical – and more difficult – for federal agencies to accurately estimate storage and technology needs. But even when you get past the first hurdle of determining exactly how much storage you need, you run into the federal procurement process. With a timeline that often means waiting months and sometimes years to purchase new equipment, procurement requests can be outdated before the equipment is even secured. And keeping the right staff in place to manage it all is another jar of jelly beans.

So what's the solution? With this ViewPoint, we'll explain how Storage on Demand can help you navigate getting the storage you need, in a timely fashion and without sacrificing personnel and budgets.

THE MOVING TARGET OF STORAGE ESTIMATION

Current estimates say the world's population create nearly 2.5 quintillion bytes of data per day. In addition, 90% of the data in the world today has been created in the last two years alone. So as our big data capabilities expand, what's the best way to keep up?

Purchasing all the equipment necessary to physically expand the amount of on-site storage for most facilities quickly becomes cost prohibitive, untenable from a housing perspective and often presents the likelihood of being stuck with outdated equipment. You could lease the equipment, but that would require a commitment to a long-term contract with technology that could become outdated by the time your terms expire. Time and money are both assets federal agencies can ill afford to waste.

With the speed at which the federal technology landscape is moving, locking yourself into purchased equipment and long-term leases is a sure fire way to find yourself over budget, over or under staffed and stuck with equipment that can't handle the ever-increasing complexity of your needs.

But the juggling act of making sure your IT department has the equipment you need to hold the data you need is only part of the battle. You also have to consider scheduled back-up necessities, disaster recovery protocols and ever-changing regulatory requirements. It's not enough that more storage capacity is purchased. Whatever infrastructure and hardware is procured needs to align with application performance requirements, and work with legacy systems, while also considering security and scalability.

STORAGE ON DEMAND IS THE ANSWER

The bottom line is that there are a lot of jelly beans crammed into that jar, and before you can even start counting sometimes you have to make sure red ones don't touch green ones or blue ones sit on top of orange in order for the yellow to still taste like lemon. Where do you turn for help anticipating the compatible technology you'll need, the flexibility to avoid

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financial and personnel pitfalls and the knowledge to ensure the present stays aligned with whatever the future holds?

Wouldn't it be great to offload the worries of obtaining and maintaining all the equipment? To access storage in days instead of months? To adjust the amount of storage up or down based on the ebb and flow of your workload? Test new ideas in an environment without potentially compromising your own? And even partner with folks who could help you create apps customized to make the work run more efficiently? And all without long-term contracts?

The good news is Storage on Demand means you can have it all. The great news is you only have to make one call to get it.

RED RIVER'S ADAPTABLE, AFFORDABLE, CUSTOMIZABLE SOLUTION

Red River's Storage On Demand offers almost immediate access to additional capacity when the unexpected happens. In addition to quick access, you only pay for what you need, when you need it – helping to avoid unnecessary storage purchases that may only be required for a short time.

With more than 20 years servicing government clients, we are well aware of the technology challenges faced in this sector. We also know that with varied objectives, staffing requirements and equipment lists among agencies, there can never be a one-size-fits all option for storage solutions. So, we designed a system where flexibility and added value for our clients lie at its very core.

Red River's Storage On Demand features a usage-based payment model that offers easy expansion, thereby reducing capital expenditures for unnecessary purchases and access in days versus months to eliminate service disruptions and downtime. Leading-edge technology from a wide range of vendors integrates with your legacy infrastructure to monitor systems, flag problems and assist with resolution when needed. We work with our clients to manage operations and maintenance services, but absolute operational control of the environment ultimately remains with them.

PROVEN SUCCESS IN DELIVERING FLEXIBLE, SCALABLE STORAGE ON DEMAND

A federal agency approached Red River for help in modernizing its aging storage environment and meeting provisions of the federal "Cloud First" mandate. However, they were not quite ready for a fully integrated Cloud solution. Due to the private nature of their data and HIPAA compliance issues, they needed to ensure absolute control and privacy for their storage environment and required a private on-site solution.

To meet the technical and business validation needs of the agency, Red River mirrored an enterprise private cloud and on-demand storage solution in a lab environment. The lab environment allowed for every component to be securely tested before implementation.

The Red River solution allowed the federal agency to keep patient data on site, while delivering flexible, scalable as-a-Service storage options in an on-demand basis. The solution decreased the burden that out-of-date legacy IT systems placed on both the agency's budget and staff resources.

The agency retains complete control over their own environment, have the physical infrastructure to keep data secure and meet HIPAA requirements and ongoing support from Red River to ensures continuous worry-free operations and service delivery.

Our Innovation Center allows our clients to get creative without the added risk of a test compromising their current environment and without adding additional infrastructure or staff. Whatever you create, you own. We're just here to facilitate the creative process.

INNOVATION WITHOUT RISK

We know you've got great ideas – for applications, new equipment designs and more. We also know there may not be time, infrastructure or staff to turn those ideas into reality. Our Innovation Center in Austin, TX can help.

We created the Innovation Center specifically to support a federal agency as they made their transition to Storage on Demand, and in doing so recognized the need for such a was deep with organizations of all sizes and missions.

We partner with leading OEMs such as Cisco Systems, EMC, NetApp, Hitachi Data Systems (HDS), Microsoft, Red Hat, Splunk and more to combine leading-edge technology, systems, software and hardware with staff experts to create an environment where applications can be created and equipment tested in a space separate from daily operations. Our Innovation Center allows our clients to get creative without the added risk of a test compromising their current environment and without adding additional infrastructure or staff. Whatever you create, you own. We're just here to facilitate the creative process.

We also understand the importance of security, compliance and process management to our Federal clients; the Innovation Center takes all necessary steps to ensure a secure environment. Dedicated use networks, full active directory, SAN, NAS and virtualized environments make cloud computing, colocation and security seamless.

FOCUS ON THE MISSION AT HAND

With Storage On Demand and the Innovation Center, we've designed a secure, flexible environment where you can quickly and easily expand your capabilities and range of services within days – not months or years. By helping you manage expenses and offering the opportunity to generate and test new applications and equipment, you'll spend more time working on the things that matter in the present instead of worrying about predicting the future.

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ABOUT RED RIVER

Red River brings together the ideal combination of talent, partners and products to disrupt the status quo in technology and drive success for business and government in ways previously unattainable. Red River serves organizations well beyond traditional technology integration, bringing 25 years of experience and mission-critical expertise in security, networking, analytics, collaboration, mobility and cloud solutions.

Learn more at redriver.com