Financial Services Company saved over 80% in Capex and improved the RTO/RPO by moving to the cloud

Our customer is a fintech company that empowers billions of people and millions of merchants to buy and sell online, extending the reach of financial services. Their India center is a back office which provides support services in various areas like HR, IT etc.

While the company is Europe based, it has offices across the globe. Their main Data Center is in Europe while the DR was in Asia.

Company Overview

Operating in **50+** markets home to **43** different nationalities.

Deploys more than **400** payment methods

Serves more than **4,50,000+** merchants with over **100+** payment methods

IT Environment

IT infra in based on CAPEX model

Heavy VMWare users

Microsoft environment

CHALLENGES

Long application loading time and mounting the database

High speed of replication, which caused data corruption

Increased AMC for maintaining old hardware and becoming exorbitant with each passing year

SOLUTIONS

DR set-up with more flexibility and lower CAPEX

IBM Cloud – with the capability of Bare metal server with all the necessary security compliances and the flexibility of taking a public cloud

Migration of on-prem to public cloud

IMPACT

Customer moved from CAPEX to OPEX model

Saved on AMC and other Maintenance costs resulted in better utilization of their budgets.

Improved their RPO/RTO

SAVED OVER 80% IN CAPEX AND IMPROVED THE RTO/RPO BY MOVING TO THE CLOUD

While the company is Europe based, it has offices across the globe. Their main Data Center is in Europe while the DR was in Asia. They are heavy VMWare users in a predominantly Microsoft environment of operating systems databases and applications. They had a site to site storage replication using NetApps storage on both primary and DR site.

As the servers and storage devices were more than 6 years old and support costs were rising they wanted to do a tech-refresh. As per the original plan they wanted to continue with the same methodology of site-to-site storage based replication since it had been proven in their environment, worked well and did not require additional servers to be procured.

CHOOSING THE RIGHT SOLUTION AND MEETING THE DEADLINES

While getting engaged with the customer and assessing their existing environment and requirement our SMEs gave them various scenarios of how a public cloud could be utilized to build a DR set-up with more flexibility and lower CAPEX.

However, the customer had their own apprehensions to move on public cloud as their compliance required that they be able to identify the exact machine IPs being used, the rack in which the machine was located etc. Generally in the public cloud environment this is not feasible because the whole concept of cloud is about virtual machines.

Post understanding the criticality of the compliances, DCM suggested the IBM cloud, which gave them the capability of having a Bare Metal server (dedicated machine) with all the necessary security compliances and the flexibility of taking a public cloud with capability to scale indefinitely on demand.

Once the customer was convinced on the idea of moving to a public cloud we showcased how they could benefit from the advanced features of VMWare which are native on IBM cloud. To prove the technical feasibility of the solution we showcased the usage of the VMWare SRM module between the machines on-PREM and on CLOUD. The customer was able to use the existing VMWare console to manage the machines on the CLOUD so there was no learning curve to be accounted for.

The second concern the customer had was on costs for doing replication of data between sites. Based on the customer's operational requirements the DC servers had to be located in a location in Europe and the DR servers in a location in Asia. Most public cloud providers have variable costs when data is sent out from one DC to another. Since IBM has its own redundant network between its cloud data centers, they do not charge for data travelling between the DCs. This helped close one of the financial issues that the customer had in mind.

VMWare native tools are usable on the IBM Cloud, so migrating the applications was not a major challenge. However, we had to tune the applications for operating in public networks and taking care of latency issues for each application. We sequentially migrated the infrastructure, then the applications so that production was not hampered.