



Global Cloud Service Provider Speeds Scalability to Drive Business Growth

“With an end-to-end Cisco environment, disaster recovery processes are greatly simplified. We’re able to get customers up and running quicker—restoring to our own enterprise cloud or their own hardware.”

Matthew Chesterton
CEO, OffsiteDataSync

OffsiteDataSync

- Industry: Global Cloud Provider
- Size: 70+ Employees
- Location: Nevada, United States
- Website: <https://www.offsitedatasync.com>

At the Forefront of Cloud Innovation

Since its inception in 2000, OffsiteDataSync has continued to evolve. Starting as a local consultancy firm, the company has grown into first a regional, then a global service provider. Seeing an opportunity, they focused their offerings on specialized backup and disaster recovery services for mid-market and enterprise organizations. Every step of the way, the goal has remained the same: to become a more scalable company while staying lean and agile. OffsiteDataSync continues to build a strong and increasingly recognizable brand around cloud services.

Recognized as one of the 20 Most Promising Disaster Recovery Solution Providers and ranked as a Top 100 Global Cloud Service Provider for the last four years, they are at the forefront of cloud innovation with a growing list of global clients.

This success is due to OffsiteDataSync's continued investment in research and development, always working to advance and enhance products for their customers.

To do this, they needed the right IT strategy.

Cisco UCS and Veeam Availability Suite Integration

In opening a fifth multi-tenant data center, two key OffsiteDataSync decisions stood out.

The first was choosing Cisco UCS B-Series Blade Servers to speed time-to-market while reducing IT effort with centralized management, a single set of tools, and one Cisco UCS Manager Console.

"We adopted a Cisco Unified Computing System to improve reliability and scalability, and we've never looked back," says Chesterton. "We now spend 40 percent less time on maintenance and training, releasing our engineers to focus on revenue-generating innovations like new product offers and service improvements."

The second was running Veeam Availability Suite in Cisco UCS C-Series rack servers. This core infrastructure protects some 1.5 petabytes of data and 10,000 virtual machines. It offers high-quality infrastructure-as-a-service, disaster-recovery-as-a-service, and backup facilities.

"With an end-to-end Cisco environment, disaster recovery processes are greatly simplified," adds Chesterton. "We're able to get customers up and running quicker—restoring to our own enterprise cloud or their own hardware." With Veeam and Cisco UCS, OffsiteDataSync is able to offer the most aggressive RTPO in the industry and deliver 24.7.365 Availability so customers stay always on.

Having access to this kind of data availability allows their customers to grow their business. But they aren't the only ones growing. OffsiteDataSync's customer base is also growing by 80% each year.

"I attribute much of our customer growth rate to Veeam and Cisco," says Chesterton. "The tight integration between the two solutions combined with their scalability make it easy for us to deploy services for customers quickly, easily, and seamlessly."

Building Their Business

Scalability is a big factor when building a business. And was an important factor in Chesterton's decision for Veeam and Cisco. Veeam backs up more than 10,000 VMware vSphere and Microsoft Hyper-V VMs (5PB of data) in a massive Cisco UCS infrastructure that spans five data centers.

"You can't underestimate the power of scalability," Chesterton said. "When a windstorm destroyed electrical lines in Rochester and a Veeam customer needed to fail into our data center, we easily accommodated his resource footprint thanks to Cisco UCS. We quickly allocated what he needed for CPU and RAM so he could access his data."

Powering Channel Partners' Sales Success

In addition to serving customers directly, the Cisco cloud platform also powers a thriving ecosystem of OffsiteDataSync channel partners and resellers. Able to offer an unrivalled end user experience, they're converting more sales opportunities.

"Having Cisco reliability end-to-end instills confidence in our partners," says Chesterton. "The conversation with the end user becomes easier too. They know how good the products are and want to know we're using the same technologies in our cloud."

Customers also benefit from pre-validated and pre-tested solution designs, as part of the ongoing collaboration between Cisco and Veeam technical teams.

Chesterton said choosing Veeam and Cisco UCS were two of the best business decisions he's made.

"We chose Veeam and Cisco UCS because they offer the best functionality and value in the industry. There's no better Availability solution than Veeam and there's no better data center platform than Cisco UCS."

Solutions and Technologies

- [Cisco UCS B-Series Blade Servers](#)
- [Cisco UCS C-Series Rack Servers](#)
- [Cisco UCS Manager](#)
- [Veeam Availability Suite](#)