ZebraHost
Providing IT Solutions since 2000

ZebraHost Offers Cloud Solutions and Services with Yottabyte Software

ZebraHost is a leading hosting and technology consulting company which specializes in disaster recovery, backup and migration solutions. Since its founding in 2000, ZebraHost has continuously expanded its server management solutions and now has servers in data centers worldwide. With Yottabyte software, ZebraHost transitioned from a legacy architecture comprised of disconnected pieces and disparate vendors to a simplified IT infrastructure with improved reliability and scalability.

50%
reduction in hardware and software costs

2x
the ROI on each converted customer

yottab+te

> "Beyond improved stability and security, Yottabyte brought efficiency to our daily operations. With Yottabyte, we have the ability to clone not only individual servers, but an entire tenant, which has been a great addition to our service offerings."

Nate Battles
Managing Partner, ZebraHost

THE CHALLENGE

Prior to implementing Yottabyte's cloud-building software, Zebra-Host struggled with the following:

- Heavy reliance on IT consultants to help with setup and ongoing maintenance of its legacy 3-2-1 architecture

- Utilization of a legacy Hyper-V system alongside Veeam licensing costs in addition to recurring support contracts with a SAN vendor.

- Disruptions to IT infrastructure as the company began to grow: ZebraHost staff were diagnosing iSCSI drops, managing LUN sizes, and routinely maintaining Windows updates on all of its hosts and SANs.

"Recommendations to remedy the problems we were experiencing [before Yottabyte] were costly," said Nate Battles, Managing Partner at ZebraHost. "We were told to do one of three things: drop Hyper-V and move to expensive VMware; keep Hyper-V, but add expensive SCVMM; or spend more on a totally new SAN."

ZebraHost knew it needed to pivot from these recommendations. The company did not want to spend more money on more licenses or hardware with no real guarantee that it would solve the company's IT problems. ZebraHost wanted a solution that wouldn't require significant increases in both internal and external IT support, a solution that offered improved stability and security, and a solution that would allow quick deployment of POC services to potential customers.

THE SOLUTION

Nate Battles, Managing Partner at ZebraHost, and Clive Swanepoel, Owner of ZebraHost, evaluated their options. Though the quest for improved hyperconverged IT infrastructure services began with hardware in mind, Battles and Swanepoel ultimately decided on Yottabyte's intuitive private cloud building software to fulfill the company's IT needs.

Battles and Swanepoel agree that Yottabyte's nested multi-tenancy was one of their key reasons for choosing Yottabyte. Using nested multi-tenant virtualization, Zebra-Host is able to run a single instance of Yottabyte software that serves multiple, isolated tenants.

BUSINESS BENEFITS

Reduced number of support requests by 20%

Increased customer satisfaction through new cloud service offerings

Increased their monthly margin by at least 2x

Achieved 50% + reduction in hardware and software costs

Able to custom-design the brand, look, and feel of their private clouds and hand over the keys

Within each tenant, there are built-in features like virtual desktops, cloning, disk monitoring, and performance; all were welcomed and needed features that led ZebraHost to their decision.

According to Battles, "Beyond improved stability and security, Yottabyte brought efficiency to our daily operations. With Yottabyte, we have the ability to clone not only individual servers, but an entire tenant, which has been a great addition to our service offerings."

BUSINESS RESULTS & BENEFITS

Since installing Yottabyte software in two of their data centers, ZebraHost has reduced their number of support requests and increased customer satisfaction.

"The security, resilience and scalability of our Yottabyte Cloud has resulted in reduced support requests from customers," said Clive Swanepoel, Owner of ZebraHost. "The intuitive dashboard and the speed with which tasks can be completed is groundbreaking."

Battles and Swanepoel estimate that since installing Yottabyte, they've seen a 50% + reduction in hardware and software costs, twice the monthly margin on each customer that converts, and at least a 20% reduction in daily support tasks for their customers.

With Yottabyte, ZebraHost was able to custom-design the brand, look, and feel of their private clouds and hand over the keys to POCs for existing and potential customers. Prior to Yottabyte, ZebraHost was unable to provide their customers with their own private clouds.

"We could never provide our customers their own private clouds with access to control their servers whenever they wanted to," explained Nate Battles. "Yottabyte enabled us to speed up the introduction of new services, to offer quicker POCs for potential customers, and to embrace site-to-site syncing. We never had a solution that was as scalable as Yottabyte."

LOOKING AHEAD

Installing Yottabyte helped ZebraHost solve its disconnected legacy architecture pieces. It eliminated many of the variables that often require different specialists and IT silos (the SAN/storage expert, the network expert, the Windows system administrator, and the backup expert). Yottabyte simplified management, improved reliability, and reduced cost for ZebraHost.

So what's next for ZebraHost? Scaling.

Though Yottabyte is already in two of ZebraHost's data centers (one in Kansas City, Missouri and one in Altoona, Iowa), the company intends to add a third Yottabyte stack in their data center in Toronto, Ontario by 2020.

Beyond that, ZebraHost hopes to continue to increase their private cloud customer base. Swanepoel and Battles are confident that Yottabyte will help ZebraHost scale, attributing their confidence to the experiences they've had so far with Yottabyte.

"Our experiences with Yottabyte have been incredible," said Nate Battles. "From the mind-boggling fast set up, to racking, installing and spinning up our first Yottabyte cluster within half a day, to the fast response time from the support staff… Our experiences have been fantastic."

To learn more about Yottabyte software, visit us at https:// www.yottabyte.com or email us at sales@yottabyte.com today!

✉ **YOTTABYTE.COM/CONTACT** +1 248 464 6100