

SOFTCAT DELIVERS INNOVATIVE STORAGE SERVICES TO CUSTOMERS

IT infrastructure provider leverages Zadara to offer its customers fully managed enterprise storage with consumption-based pricing.

Softcat is one of the UK's leading IT infrastructure providers of workplace, data center, networking and security solutions combined with all the services required to design, deliver and support these on premises or in the cloud. They are passionate about outstanding employee satisfaction and world-class customer service — both of which inspire their flexible, friendly approach to business.

SEEKING GREATER FLEXIBILITY AND FASTER RESPONSE TIMES

As a service provider, Softcat are always seeking ways to improve the alignment of their businesses, operations, and services, and to promote greater flexibility and faster response times. Lately they realized this means joining the evolution of storage consumption that is transforming acquisition from a CapEx purchase into an OpEx service. OpEx storage is surging in popularity. A report by IT Brand Pulse finds that 25% of storage spending is already OpEx and forecasts this will grow to 50% by 2020 and 80% by 2023.

SEARCHING FOR A SUPERIOR STORAGE SOLUTION

Traditional vendors of enterprise data storage solutions remain committed to legacy CapEx storage, or have made only small steps to embrace OpEx, so Softcat began an intensive evaluation to discover more innovative storage. The three most important customer-centric goals for Softcat included:

AT-A-GLANCE

SUMMARY

Softcat, a FTSE 250 listed company, is one of the UK's leading IT infrastructure providers.

FAST FACTS

- **13,000** customers
- Founded in **1993**
- **\$833M** in annual revenue in 2017

1) secure multi-tenancy for service providers and single-tenant characteristics for customers; 2) the ability to increase and decrease capacity and performance, to maintain precise alignment with consumption; and, 3) comprehensive storage services, including block, file, and object protocols.

Softcat found there was one solution available that supported their goals — the enterprise storage-as-a-service solution delivered by Zadara. By selecting Zadara's on-premises deployment option, Softcat gets all the power of Zadara storage right from within their own data center facilities.

A COMPLETE STORAGE SOLUTION, NOW AND IN THE FUTURE

The Zadara solution chosen by Softcat includes a virtual private storage array (VPSA) with block and file services and object storage. Since Zadara includes free burst capacity on premises, this eliminates the need to negotiate new terms with the manufacturer, place orders for hardware and software, wait for delivery of additional capacity or performance, and manage the logistics of data migrations during upgrades or replacements.

"Not only do Zadara have an agile financial model, they also have a fantastically agile operations team that supports our business 24/7."

Paul Hyde
Platform Manager,
Softcat

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Zadara is enterprise storage made easy.
Any data type. Any protocol. Any location.

Contact us at:
www.zadara.com
info@zadara.com