SHARDSECURE

Case Study

Fortune 500 healthcare company adopts ShardSecure to cut costs and optimize cloud investments

Multinational healthcare company faces ballooning cloud costs

Cloud costs are higher than they've ever been, frustrating CFOs and stymying cloud transformation initiatives. In some cases, cloud migration has stopped saving organizations money altogether. A KPMG 2022 survey of large enterprises revealed that a full 66% of customers did not actually lower their total cost of ownership when they moved their workloads to the cloud.

As a result, companies are seeking new solutions to optimize their investments and cut costs in the cloud.

Our Fortune 500 customer, who we're leaving unnamed due to an NDA, found themselves in this situation after moving to the cloud. Their costs were growing rapidly, thanks in part to a self-service model in which team members could spin up cloud storage and resources as needed. While this approach was useful to the team, it meant that their IT staff no longer had sole control over resource growth and costs.

To combat these high costs, the customer wanted to take advantage of the cheapest cloud storage tiers. However, their legacy VM-based apps were only compatible with more expensive options like AWS EFS and EBS. They needed to find a way to leverage more cost-effective cloud storage options like AWS S3 without rewriting their apps.

Additionally, our customer was worried about data privacy and availability in the cloud. To avoid the high costs of downtime, outages, and breaches, they needed effective data security and data resilience tools.

To solve these cloud migration challenges, the healthcare company turned to ShardSecure's data control platform.

| 34% | 66% |
| Lower | The same or Higher |

COMPANIES' COST OF OWNERSHIP AFTER MOVING TO THE CLOUD
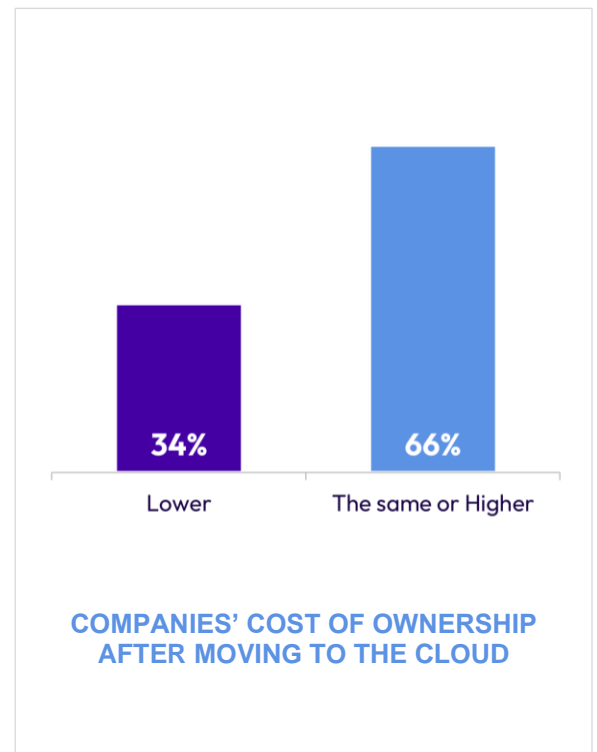
Enabling cost savings in the cloud

First, ShardSecure's data control platform allows applications to seamlessly and transparently use cost-effective object storage. This leads to significant savings for large amounts of data.

ShardSecure looks just like storage to applications, which means that the healthcare company could simply plug us into their existing workflows without any major changes. Instead of rewriting their VM-based apps, they just pointed their VMs to the ShardSecure virtual appliance over iSCSI. To their applications, we look just like a disk, but the backend is inexpensive cloud storage like S3.

As a result, our customer is able to achieve significant savings on their cloud storage costs.

Comparing the costs of different cloud storage tiers in AWS		
Storage	Per GB per Month	250 TB per Year
S3 Infrequent Access	$ 0.013	$ 38,400
S3 Standard	$ 0.021	$ 64,512
EFS IA	$ 0.025	$ 76,800
EBS gp3	$ 0.080	$ 245,760
EBS gp2	$ 0.125	$ 384,000
EFS One Zone	$ 0.160	$ 491,520
EFS Standard	$ 0.300	$ 921,600

Providing high availability and strong data resilience

The biotech company also needed to ensure strong data resilience in the cloud. With the estimated cost of downtime for large enterprises reaching up to $9,000 per minute and $540,000 per hour, they needed to know that their data would remain available and accessible even in the event of outages or cyberattacks. ShardSecure's data control platform was able to offer this peace of mind.

First, our technology includes multiple data integrity checks that detect when data has been tampered with, deleted, or otherwise compromised. As soon as a problem is detected, we reconstruct that data transparently and in real-time.

Second, we achieve high availability at multiple levels. Each instance of ShardSecure is a virtual cluster that can be run on-premises or in the cloud, and customers can configure two or more virtual clusters for failover if they choose. This ensures that critical data remains accessible even during cloud service outages, ransomware attacks, and more.

Third, our technology works in on-prem, cloud, and multi- and hybrid-cloud environments. This allows our customers to choose the best storage solutions for their needs without worrying about the resilience of those environments.

Maintaining privacy for valuable data

Healthcare companies need to protect a wide range of data: IP and patents, research files, patient records, and more. ShardSecure protects this sensitive data without ever accessing or processing it ourselves. We do so by making data unreadable and unintelligible to third parties — everyone from cyberattackers to cloud service providers.

In addition to keeping data confidential, our solution helps support compliance with cross-border data regulations. By separating data from infrastructure owners like cloud storage admins, we're able to protect it from unauthorized access, wherever in the world it resides.

Discover ShardSecure's benefits today

The cloud has become increasingly popular, and for good reason. Its scalability, flexibility, and processing capabilities can help companies increase efficiency and achieve major business goals. But with the rising costs of cloud storage, organizations need to optimize their cloud investments carefully.

With the help of ShardSecure, our Fortune 500 healthcare customer is able to leverage a more secure, resilient, and cost-effective cloud infrastructure. Instead of rewriting their legacy apps or pulling back from the cloud, they are able to take advantage of cheaper cloud storage and stronger data security, privacy, and resilience.

For more information about our data control platform and its benefits for your company, contact us today.

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