

PSA Financial



“The Egnyte-NetApp integrated solution uniquely combines the power of Tier 1 storage with the power of cloud file sharing. Delivering a solution with the low management overhead was a clincher for me!”

-Joe Costantino, Network Administrator

PSA Financial is Maryland’s largest independent multi-disciplined financial services firm, providing wealth management, retirement plan, employee benefits and risk management solutions. As such, information security is the top priority for Network Administrator Joe Costantino.

PSA account executives spend the majority of their time out on client sites and needed the ability to access their client’s files securely from any location. They needed a secure way to share files since they often worked with confidential financial files and benefit files that needed to remain HIPAA compliant. To provide employees with this anywhere access, Joe searched for a suitable cloud solution to meet their needs. He found and signed up for Egnyte to enable account executives to load and access files from the cloud. However, a bulk of the PSA’s files resided on several file servers within the firewall. Going 100% cloud was not an option for PSA since the organization valued the speed and business continuity associated with local access within the LAN.

Joe liked Egnyte’s cloud solution and as they approached end of life on their file servers he decided to revisit the architecture. They evaluated numerous options including traditional NAS solutions like Dell Equallogic and NetApp. Joe chose NetApp

HIGHLIGHTS

- PSA Financial goes hybrid cloud as traditional file server reaches end of life
- Integrated Egnyte + NetApp solution delivers optimized CIFS access in the office and anywhere, any device access to files
- Storage consolidation achieved by retiring other file shares and backup services

COMPANY INFO

Based in Maryland, PSA has been assisting clients in growing and protecting their assets since 1928. PSA provides a wide range of health and welfare benefits brokerage and consulting services. They partner with each client to develop a program that delivers benefit solutions to attract and retain top talent while controlling costs.

because NetApp was a Tier 1 solution and had a seamless integration with Egnyte's Cloud, which he was already using for file sharing. After investigating the benefits of the Egnyte-NetApp integration PSA decided to invest in a NetApp FAS 2220 system. The FAS system would house all files locally providing the CIFS access that employees needed. The Egnyte integration synchronized files to the cloud providing the remote access and sharing with the remote employees.

Migrating to the NetApp FAS 2220 allowed Joe to consolidate numerous silos of storage into one NetApp filer and deliver cloud benefits such as anywhere access and sharing. Joe has also been able to get rid of their backup services since the data is stored in the Egnyte cloud and Egnyte maintains multiple copies for redundancy. The solution seamlessly integrated with their Active Directory server so Joe simply mapped employees to a new mount point on their computers within the office to migrate them. He is now also able to centrally manage file access and permissions from the cloud. He sets permissions in one place and Egnyte manages the access from the cloud and NetApp share without compromising local access speed.

Employees love the flexibility and speed of accessing files via the Egnyte plus NetApp solution. Having NetApp local storage onsite provides fast local access for employees working in the office. Additionally, employees needing to access files from client sites or from their remote office in San Francisco employees can access files via the cloud.

“For us, the cloud was not enough. Employees liked that the cloud enabled them to securely access client files from any location. However, we needed a local component that let us store all files in house for fast local access and backup purposes. I was sold on the benefits of the cloud but getting away from local access in the office was a non-starter for us. The Egnyte-NetApp integrated solution uniquely combines the power of Tier 1 storage with the power of Cloud file sharing. Delivering a solution with the low management overhead was a clincher for me!”

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TAKE THE NEXT STEP

Over 1 Billion files are shared daily by businesses using Egnyte. Egnyte provides the speed and security of local storage with the accessibility of the cloud. Users can easily store, share, access and backup files, while IT has the centralized administration and control to enforce business policies. Egnyte, founded in 2007, is based in Mountain View, California and is a privately held company backed by venture capital firms Google Ventures, Kleiner Perkins Caufield & Byers, Floodgate Fund, and Polaris Venture Partners. For more information, please visit www.egnyte.com or call 1-877-7EGNYTE.