Egnyte Case Study

Semperian

EGNYTE

Europe's largest specialist PPP investment partnership

Semperian provisions an Enterprise grade infrastructure at 1/3rd the cost

Semperian launched in 2007 after it split from Land Securities, the largest commercial property in the UK. Semperian is designed to give investors access to a large, diverse portfolio of PPP (public-private partnership) investments. Semperian's team of over 140 advisors manages over 106 PPP assets with a value in excess of £1.35 billion. Advisors travel around the UK, ensuring clients have access to a portfolio of PPP projects with good levels of recurrent yield, long dated final maturity, and scale of opportunity, among other features.

"We didn't have the resources of an enterprise, but needed to build something similar with less staff and a smaller budget. Egnyte enabled us to save $45,000 of our IT budget."

- Piotr Malinski, Head of Information Technology

Opportunity: Replicating an enterprise solution for 1/3rd of the cost

When they split from Land Securities, Semperian needed to find a new file sharing, collaboration access and backup solution. Land Securities was a large company and had a robust enterprise solution that consisted of file servers, VPN, backup and support. In order to replicate the solution at Land Securities, they would have to purchase the following:

Hardware

- Minimum of 2 Windows servers for redundancy
- A storage layer/Storage Area Network
- Minimum of 2 firewalls for redundancy
- VPN concentrator in data center
- VPN hardware for site-to-site VPN at every site (15)
- Uninterruptible power supply equipment

Software

- Windows Server 2008 licenses
- VMware licenses if used with virtualization
- VPN Client License
- Hosting fees for rack space, electricity, cooling, secure physical access, bandwidth
- IT Personnel Cost
- Initial setup and design of file server infrastructure
- Hardware maintenance
- Software maintenance

- Backup
- Disaster recovery
- Application support

The total cost for a 2-year commitment to a server environment would have been $69,000. Network bandwidth and VPN costs would be additional.

Challenge: Replace a Server Environment Without Losing Security and Control of Financial Documents

Semperian knew that VPN was frustrating and windows file servers were expensive to maintain. The firm's advisors needed to access their files when on the road and at meetings with clients. They wanted anywhere access to their files, without compromising on the level of security needed to keep important financial documents secure. Piotr Malinski, Head of Information Technology set out to find a solution.

Solution: Deploy Office Local Cloud on a Netgear ReadyNAS

Piotr wanted an enterprise level product to fulfill their file sharing and storage needs. Employees used a mix of PCs, Macs, iPads and iPhones. He had five key requirements when looking for a solution.

- Flexible access from any device
- Cost effective
- Data Security – Needed EU Safe Harbor compliance
- LDAP integration – Key to user management
- Centralized user and data management

He chose Egnyte because it met all of his key requirements, plus some more. Choosing Egnyte saved Semperian $45,960 + over a 2-year time period. With Egnyte, Piotr effectively replicated the enterprise infrastructure he had at Land Securities at 1/3 of the cost.

Egnyte enabled him to maintain visibility and control of documents that were being accessed and shared. It offered centralized administration controls, enabling him to divide users into groups and to control which files and folders those groups could access. They had just split from a big corporation, and he wanted to reduce the learning curve by providing his users an experience similar to that of a file server. He was able to do this using Egnyte's map drive feature.However, choosing a pure cloud solution was impractical for Semperian. Employees work off of big files, around 15 megabytes, and relying on the cloud was slow and had bandwidth issues. Piotr decided to deploy Office Local Cloud on Netgear ReadyNAS at Semperian's three main locations in London, Bath and Manchester. Speed is no longer an issue and they have an additional layer of security because data is replicated locally and in the cloud. Employees can now access their files and folders using Egnyte's mapped drive feature, which enables them to work directly on the cloud via a similar user interface. If an employee is working remote, they don't miss out because documents are continuously synced to the cloud via the OLC.

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.