

One of Canada's largest distributed commercial HPE Helion deployments

“HPE Helion has enabled us to expand our market, making us one of Canada’s largest Canadian-owned and operated distributed environments. We can now offer managed service providers, integrators, and carriers the flexibility of a nationwide distributed cloud-based infrastructure environment.”

– Kevin Moniz, CEO, Server Cloud Canada



YOUR FLEXIBLE BUSINESS ENVIRONMENT



Objective

To meet customer high demands for improved costs and greater flexibility with a cloud infrastructure.

Approach

To expand the Server Cloud Canada infrastructure to seamlessly integrate existing Hewlett Packard Enterprise environment that includes HPE Helion CloudSystem with HPE Helion OpenStack®.

IT Matters

- Implement a new cloud infrastructure that is up to 93 percent faster¹
- Gain incredible knowledge sharing and problem solving by interacting with the open source community
- Achieve the flexibility to add capacity for customer installations within minutes

Business Matters

- Increased business and market opportunities with Canada’s largest OpenStack deployment
- The move to HPE Helion OpenStack helps meet the massive Big Data requirements of implementations
- Achieved the ability to meet customer demands of 20–40 percent cost savings with the cloud

¹ Per customer statement that it now takes two days vs. two weeks to a month to implement new cloud infrastructure.

Listen to CEO Kevin Moniz talk about the cloud and you realize that he's turned technical visions into business realities, several times. [Server Cloud Canada](#) began in 1996 as an Internet services provider,

"Our customers expected a lot from us starting with cost savings and flexibility," says Moniz. "They expected an immediate 20–40 percent cost reduction from their existing and future infrastructure deployments

(purchases). We took a consultative approach to help clients understand their true underlining costs." Moniz stresses the importance of looking at infrastructure deployments holistically, from data center space (racks) and power to the amount of extra time and level effort it takes employees to maintain the infrastructure. He noted that customers often overlook the additional costs in

"Our grow-as-you-go infrastructure environment helps such providers to incrementally grow their service platforms with cost and operational efficiency.

– Kevin Moniz, CEO, Server Cloud Canada

but through the years expanded into new businesses. The company realized it was good at what it did: satisfy customers by solving complex technology and network engineering problems. And as the company evolved, so did Moniz's mastery of being in the right place at the right time.

maintaining a redundant distributed location. After seeing the accurate cost picture, and factoring in the huge benefit of adding capacity at a moment's notice, Server Cloud Canada customers did see the true potential of the cloud. All Moniz had to do was find the right solution and the right partner to make it a reality.

Big Data presents big challenges

"Of course, no business is without its fair share of bumps in the road," says Moniz. "One of our biggest challenges was Big Data. We kept pushing vast amounts of data around the company, and as a result, we were stockpiling incredible amounts of equipment across multiple data centers." Moniz realized this no longer made sense from a financial and technological standpoint. With consumption points becoming mobile and out in the wild, Moniz's vision of the cloud started to crystallize. The challenge was to create a cloud infrastructure that would help this managed cloud services provider's business thrive.

HPE's track record with the cloud outdistances all others

"When we started looking for a technology partner to take our business to the cloud, HPE had a head start on everybody," says Moniz. "HPE had the track record, the HPE Converged Infrastructure. All the pieces of the puzzle were under one roof." Moniz says this was not the case with other vendors. "Many other vendors were still cobbling their own solutions together, and they involved multiple vendors to make the pieces fit," he says.

As CTO at the time, Moniz wanted a holistic cloud solution, and a trusted partner who shared his vision. That's why Server Cloud Canada selected HPE Helion. "We had experienced tremendous success with HPE CloudSystem Matrix implemented four years ago. When HPE adopted OpenStack, it became a no-brainer for us. A cloud solution based on open source was exactly the direction we wanted, knowing it would benefit our internal cloud operations and improve our service delivery to customers." he says.

Case study

Server Cloud Canada

Industry

Communications,
Media & Entertainment,
Service Provider

Customer at a glance

HPE Helion Cloud solution

- Private cloud

Hardware

- HPE 6600 Switch Series
- HPE StoreVirtual P4500 10.8TB SAS Virtualization SAN Solution
- HPE ProLiant BL460c Server Blade
- HPE ProLiant BL685c Server Blade
- HPE BladeSystem c7000 Enclosures
- HPE Virtual Connect Flex-10 10Gb Ethernet Module for BladeSystem c-Class

Software

- HPE Helion OpenStack
- HPE Helion CloudSystem Matrix
- VMware vSphere 4.1
- Citrix XenServer 5.6
- Microsoft® Windows® Small Business Server 2011
- Microsoft Windows Server™ 2003
- Microsoft Windows Server 2008 R2
- Microsoft Exchange Server 2007, 2010
- Microsoft SQL Server 2005, 2008 R2
- MySQL 5.5
- BlackBerry Enterprise Server for Microsoft Exchange Operating System
- CentOS Community Enterprise Operating System
- SUSE Linux Enterprise
- Red Hat Linux Operating Systems
- Microsoft Windows Server 2003, 2008 Network protocol
- 10-Gigabit Ethernet

HPE services

- HPE Technology Services
- HPE Foundation Support—Care Pack services

“The HPE Helion OpenStack infrastructure has erased ambiguity with the cloud,” Moniz says. “You could integrate hardware in a true cloud format. Software is effective to bring servers in and out, and you have one central API that talks to everything. Our engineers saw real forward progress when HPE threw its full support behind OpenStack.” Moniz sees HPE Helion OpenStack providing a middle layer technology that everyone can base their cloud infrastructure upon. He believes this will spur business growth and another reason why Server Cloud Canada is one of Canada’s largest commercially distributed HPE Helion deployments.

HPE Helion provides the total solution

Server Cloud Canada selected HPE Helion because it found it could operate its infrastructure exactly as it wanted. In the past, to build an infrastructure required optimizations and customization. With HPE Helion OpenStack, Server Cloud Canada was able to take advantage of important capabilities: software-defined networking, auto deploying of virtual guests, and being able to absorb optimized hardware with its existing HPE Helion CloudSystem. “We can now take this all the way up to the software level,” says Moniz. “Everyone now talks to this standardized layer, with no vendor lock-in, and the cloud made accessible for all.”

“Working with HPE has enabled us to scale up quickly and simply by allowing us to stop thinking about all the separate pieces that make up a data center,” says Moniz. “My server, storage, and networking specialists have become cloud experts. They accomplish everything together. I also have the OpenStack community to lean on when confirming and resolving issues. With a clear focus and simplified work style, we’ve been able to quickly implement our new cloud infrastructure all across Canada. What took weeks and up to a month before is now accomplished in a matter of days. It has made such a difference with our business that it’s hard to remember the old world.”

Blog

[Why Helion could be the Game-Changer the Cloud has been waiting for](#)

Video

[HPE Helion and Server Cloud Canada take a holistic approach moving customers to cloud technology](#)

Resources

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