



Providing A Global Hybrid Storage Infrastructure For Data Protection & File Storage



About Argus Media

- ▶ Founded in 1970 and remains a privately held UK firm
- ▶ 700 users across 20 global locations, headquartered in London
- ▶ leading provider of data on prices and fundamentals for the global crude, oil products, LPG, natural gas, electricity, coal, emissions, bioenergy, fertilizer, petrochemical, metals and transportation industries

“ They’ve been an absolutely superb partner; I’d recommend them to anybody. ”

Atif Sheikh – Global Head of IT

Argus Media partners with Nephos Technologies to deliver a global hybrid storage infrastructure that saves them over \$150,000 a year

About Argus Media

Argus is an independent media organisation with over 700 staff, headquartered in London with offices in each of the world’s principal commodity centres. Its main activities comprise publishing market reports containing price assessments, market commentary and news, and business intelligence reports that analyse market and industry trends.

Argus is a leading provider of data on prices and fundamentals, news, analysis, consultancy services and conferences for the global crude, oil products, LPG, natural gas, electricity, coal, emissions, bioenergy, fertilizer, petrochemical, metals and transportation industries. Data provided by Argus are widely used for indexation of physical trade. Companies, governments and international agencies use Argus information for analysis and planning purposes.

Argus has 20 offices globally, including London, Houston, Washington, New York, Calgary, Rio de Janeiro, Singapore, Dubai, Beijing, Tokyo, Sydney, Moscow, Astana, Riga and other key centres of the commodity industries. Argus was founded in 1970 and is a privately held UK-registered company.

The Challenge

Argus Media has major hubs around the world, experiencing exponential growth and expanding their office locations to support their growth.

Previously Argus had opted to deploy point solutions which were becoming increasingly less relevant to them as a business as they have begun to adopt a Cloud first approach. From a storage perspective this approach had created a number of data silos with challenges around capacity and management, leading to spiralling costs as well as taking up valuable IT resources to manage the growing environment.

At the same time the business wanted to be able to make its data globally available, treating the organisation as one global campus.

Argus’ goal was to view their data as one globally available data store, fostering collaboration across their business and freeing up time for IT to deliver more high value projects that bring true value to the business; as part of the same initiative Argus Media wanted to make storage performance gains at a branch level.

The Solution

Argus Media worked closely with Nephos Technologies and their partner Nasuni to leverage the power of the Cloud, in this Amazon Web Services, to deliver a hybrid Cloud storage environment for Argus' global campus.

Like most organisations, Argus' working data set is significantly smaller than the total storage being stored in local NAS silos. Understanding this Nephos Technologies has leveraged Cloud storage to act as a low cost storage pool for all data. By utilising the Nasuni service and their range of Cloud storage gateway devices to provide local storage performance for branch locations, Nephos was able to right-size the storage platforms at a branch level to eliminate the need to replicate data in multiple locations across the globe.

In addition the Nasuni solution provides Argus with a platform that enables files to be shared across the globe, with file locking. By leveraging Nasuni's snapshot capabilities and the increased data availability that is inherent with within Cloud storage Argus no longer need to backup their unstructured data or use offsite protection with data stored multiple times across multiple geographies.

All of this was done within a security framework that meets the stringent compliance and governance requirements of the business.

The Benefits

Argus Media have a Cloud first attitude to their infrastructure, so when looking for a partner to work with on their hybrid Cloud initiative, Argus looked for a company that had experience delivering these services for global organisations.

Nephos were one of the few partners that had experience in delivering hybrid Cloud storage infrastructure and could provide an independent viewpoint on the approaches that were available to them from the myriad of vendors entering the market.

As a key partner to Argus Media, Nephos has helped them through the design, proof of concept and deployment phases to realise efficiencies in a number of areas by working with Nephos and Nasuni

- ▶ **Costs:** a reduction of over \$150,000 a year in operational costs
- ▶ **Management:** a holistic view of their storage estate and centralised management
- ▶ **Performance:** improvement in branch level storage performance and functionality
- ▶ **Data Availability:** improvements in RTO (down to 15 minutes) and RPO (down to 5 minutes)
- ▶ **Data Recovery:** no ore need for backup systems and simplification of data restores for first line fix

“ Their key selling point is that they're very in tune with the Cloud. They're an organisation that's looking for new technologies to change their landscape. ”

Atif Sheikh – Global Head of IT

About Nephos

Nephos Technologies is the UK's first independent Cloud Services Brokerage (CSB); helping businesses seeking to develop, implement and optimise their Cloud strategy.

Nephos Technologies can work with your business in a number of ways, whether that's developing a Cloud strategy, helping you to migrate into the Cloud, or delivering Cloud compute and storage infrastructure; we make sure that you get best value.

Without their own Cloud infrastructure to provide, Nephos are uniquely positioned to be able to do so independently.