CASE STUDY:

UNLOCKING FLEXIBILITY AND COST SAVINGS THROUGH RED8 HARMONY

Scalable, Secure, and
Subscription-Based Storage
for the Hybrid Enterprise

RED8®

THE SITUATION

A business unit within a large, multi-division technology enterprise was operating on a low-cost, off-brand NAS solution nearing its end-of-support lifecycle. With storage demands projected to grow from 600TiB to over 1.5PiB within two years, the organization faced two pressing challenges:

- End-of-life risk for existing infrastructure
- Rapid, project-driven data growth requiring scalable storage

As a trusted partner for over 16 years, we were engaged to help identify a future-ready solution.

THE SOLUTION

We introduced the client to Harmony, its subscription-based infrastructure offering aligned with NetApp Keystone. Harmony delivers Storage-as-a-Service (STaaS) with built-in flexibility, scalability, and lifecycle management.

Key features of the Harmony solution included:

- Utility-based pricing: Eliminates large upfront CapEx and aligns costs with actual usage
- Elastic scalability: Supports dynamic growth with 20% buffer capacity always available
- Lifecycle assurance: Removes EOL/EOS concerns through continuous refresh and support
- Proactive planning: Monthly or quarterly consumption reviews to anticipate and meet demand
- Hybrid cloud readiness: Seamless integration with public cloud platforms for future expansion

This approach allowed the client to start with 600TiB and scale confidently toward 1.5PiB+ without disruption or surprise costs.

THE RESULTS

- Zero downtime during transition and scaling

- Predictable cost model with no unexpected capital expenses

- Accelerated onboarding of new projects requiring high-volume storage

- Improved IT agility through vendor-managed infrastructure and proactive growth planning

- Strategic alignment with broader enterprise goals around hybrid cloud and consumption-based IT

Red8's Harmony offering not only solved the immediate infrastructure challenge but also positioned the client for long-term success across its 75+ business units.

"Red8 Harmony gave this organization exactly what today's hybrid enterprises need — flexibility without complexity. By shifting to a scalable, secure, subscription-based storage model, they gained the agility to grow on demand while significantly reducing costs and operational overhead."

- Rob Flannery, Executive Vice President, Red8

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