

POST TELECOM

CTERA and EMC ViPR Help POST Telecom Rapidly Deliver New Cloud Services



ESSENTIALS

- Launched Luxembourg-based cloud storage service – ClouDrive
- Secure file sync & share, in-cloud and endpoint backup
- Scales to tens of thousands of customers
- Private-branded POST Telecom solution
- Enterprise-grade performance and security, with consumer-level ease of use
- Hosted entirely from data centers in Luxembourg

COMPANY BACKGROUND

Founded in 1992, POST Telecom is the largest services operator in Luxembourg with more than 250 thousand subscribers. POST Telecom group is Luxembourg-based with several subsidiaries active in different domains such as hosting, ICT solutions, integration, network security, data centers, transport, logistics, web design, consulting, and professional customers.

MEET DEMAND FOR CLOUD SERVICES

When POST Telecom expanded their business model to offer cloud storage, their business clients started requesting enterprise-grade collaboration and backup tools to securely sync, share and backup corporate data. In order to retain customers and grow their business, POST needed to deliver secure, robust cloud services—and fast.

UNIQUE BUSINESS REQUIREMENTS

POST customers required an easy-to-use, secure file sync & share solution with mobile collaboration capabilities that also featured in-cloud & endpoint backup. Most importantly, the service needed to be delivered entirely from within POST's Luxembourg-based data centers to comply with strict regional data confidentiality and governance regulations.

To offer the most competitive and secure cloud services, POST needed a way to deliver a POST-branded cloud offering (across Web, mobile and desktop) while leveraging their existing storage infrastructure. The solution also had to scale and meet the needs of tens of thousands of customers. It also had to provide secure multi-tenancy to give customers the option to deploy services in their own private hosted environments with complete separation of data, security and access privileges.

WHY CTERA AND EMC

POST turned to CTERA™ and EMC®, trusted cloud service and storage vendors, to help them monetize their new service under the POST brand.

They selected the CTERA Cloud Storage Services Platform for its ability to meet data sovereignty requirements and the platform's robust security features, including source-based encryption, Active Directory integration for identity management, access control, and single sign-on (SSO). Management of the service is highly scalable due to its ability to delegate administration privileges to customers or POST resellers.

POST chose EMC Isilon scale-out NAS for its ability to easily scale data center storage performance and capacity. And POST chose EMC® ViPR® Software-Defined Storage to simplify storage management and bring cloud storage capabilities to their existing



REDEFINE

CUSTOMER PROFILE

EMC²

storage arrays. EMC ViPR provided POST with a software-only solution that simplifies storage management and automates provisioning of their heterogeneous storage environment including EMC® Isilon®, VMAX®, VNX®, and VPLEX®. ViPR also provided the ability to add Object-based, cloud-scale storage services on their existing file-based arrays. ViPR Object features including geo-distribution, multi-tenancy and support for industry standard Object APIs. POST can now easily onboard CTERA cloud services on their existing infrastructure.

THE POWER OF CTERA AND EMC TOGETHER

The powerful combination of the CTERA and EMC integrated solution provided POST with a proven, easy-to-deliver cloud storage services solution—all from a unified platform with single pane-of-glass management.

The CTERA solution worked seamlessly with EMC ViPR to provide a variety of storage and protection plans tailored to each customer's SLA and capacity requirements. De-duplication, compression and bandwidth control guarantees excellent performance for customers while also optimizing network bandwidth usage, even for customers with lower bandwidth connections.

The combined solution leverages CTERA APIs to integrate with POST's billing and self-service portals. This gives customers the ability to self-register for additional services with automatic provisioning and billing—all of which leverage POST's existing key data center assets.

“The combined CTERA-EMC ViPR solution allows us to provide our business customers with secure mobile-ready file sync & share services, and launch ClouDrive, our complete cloud storage services offering, under our own private label.”

Daniel Santos, SoHo & SMB Ecosystem Manager, POST Telecom

MONETIZE SOLUTIONS UNDER POST BRAND

CTERA and EMC ViPR helped POST eliminate long, costly development cycles by providing a proven, turnkey enterprise file sync & share and backup solution that could be deployed from their existing storage infrastructure.

Plus, POST was able to private-label their service— 'ClouDrive'—under POST's brand. This allowed users to access and management of their shared files, backup and accounts using a standard browser and mobile apps, all within the POST brand. With the trusted combination of CTERA and EMC, POST was able to address the needs of its business customers—providing next-generation cloud storage services with no compromise on security, scalability, and manageability—while reducing time to market and minimizing low total cost of ownership.

CONTACT US

To learn how EMC products, services, and solutions can help solve your business and IT challenges, [contact](#) your local representative or authorized reseller—or visit us at www.emc.com

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The EMC logo, consisting of the letters "EMC" in a white serif font with a superscript "2" to the right, set against a blue square background.