

Oceanscan stays ahead of the curve in a highly technical industry by adopting cloud-based disaster recovery

From the heart of the UK oil and gas industry in Aberdeen, Scotland, Oceanscan meets customer demands for a 24/7 service by deploying an IT strategy focused on continuous availability.

business profile

Oceanscan is a leading international equipment company providing the very latest and most advanced technology to the oil and gas, defence, petrochemical, renewables and nuclear industries. With over 1,000 global customers, Oceanscan services range from rental of testing, calibration and survey equipment to providing essential personnel to the offshore oil and gas markets. The company is expanding quickly with new offices recently established in the South of England and in Houston, Texas.

availability is paramount

For Oceanscan IT Manager, Sukumar Panchanathan, IT availability is always on the top of his priority list. With customers across the UK as well as in the Middle East, Australia, India and Africa, the company has personnel on call to serve many different time zones and must operate 24x7x365.

“My focus is on continuous availability – no downtime,” Panchanathan said. *“Backup is fine – but what if the worst happens? The only way I can ensure business continuity is with a disaster recovery solution.”*

Oceanscan already had a robust IT backup solution in place and were using Veeam to backup on-premise. However, with an expanding business and increasing pressures for continuous availability, Panchanathan quickly identified that the company required a DR solution that could ensure near real-time recovery of production systems in the event of a disaster.

the search for business continuity

Panchanathan went in search of a DR solution that could mirror the Oceanscan production network to enable failover of IT systems to a DR site. His experience with Veeam took him to their partner site, where he found that iland was one of the only cloud providers in the UK that could offer Veeam Replication. Along with availability, efficiency, simplicity and cost-effectiveness were key requirements for the new DR solution.



profile

- ▶ SIZE: Mid-Size
- ▶ INDUSTRY: Oil & Gas
- ▶ SOLUTION: Veeam Replication - DRaaS
- ▶ HEAD OFFICE: Aberdeen, Scotland

challenges

- ▶ Operations run 24x7x365
- ▶ Need continuous availability for a global customer base
- ▶ On-premise levels of security required

benefits

- ▶ Fast, straight-forward setup and RTO of 3 minutes
- ▶ Simple, straight-forward and cost-effective pricing
- ▶ Advanced cloud security and 100% SLA



proven recovery times

Oceanscan has adopted VMware virtualization technology so iland's VMware based cloud platform combined with the Veeam software made DR setup and implementation straight-forward. Panchanathan was anxious to test the Veeam Replication solution to determine the recovery times achievable. Previously, with the backup solution, it would have taken a minimum of 3 to 4 working days to get systems up and running. Now, with the iland Veeam Replication solution, they've achieved a RTO of 3 minutes which meets Oceanscan's needs and is far ahead of the 15 -20 minute RTO that was achievable with other DR solution alternatives. Panchanathan also likes the control the Veeam console gives him over the failover, failback and testing process.

cost transparency a key driver

With directors focused on cost in an increasingly competitive market and IT resources tight, Panchanathan needed DR costing that wouldn't require hours out of his day to check billing. Having received a number of quotes that had hidden costs and charged for a multitude of items, he was pleasantly surprised to receive iland's quote which charged per GB of storage needed with no setup fees, no per-VM fees, no support fees and no bandwidth costs.

"The iland pricing structure makes Veeam DR very cost-effective. I only pay per GB plus burst CPU and RAM when required." said Panchanathan. *The simple billing makes my job so much easier."*

a long term partnership

IT is now such an integral and important part of the Oceanscan business that Panchanathan seeks IT vendors that can offer long term relationships - and he found that with iland. From the first contact with iland via a web chat to a call from the salesperson to quoting, solution design and project management, Sukumar's experience has been terrific.

"Any IT vendor can secure business – but not all of them are interested in a business relationship." said Panchanathan. *"The iland team is always happy to help out and the support is superb with almost instant responses."*

focus on security and SLAs

To ensure they can deliver the best service to their global customers, Oceanscan puts a keen focus on IT security and SLAs. The 100% availability SLA offered by iland was unmatched by other vendors. Panchanathan was also impressed with the multi-layer security that iland delivers across the cloud platform – from SSO to encryption to managed gateways, vulnerability scanning and more. This mimics the security that Oceanscan deploys in their on-premise infrastructure and ensures any perceptions of cloud security risks are mitigated.

"Veeam Replication with iland is one of the best IT projects I've ever done! We've got assured business continuity along with ease-of-use, security and cost-effectiveness – and the whole process was completely painless."

- Sukumar Panchanathan, IT Manager

about iland

With data centers in the U.S., U.K. and Singapore, iland delivers the only enterprise cloud solutions in the market today with true innovation, transparency, intelligent management and advanced security built in. From scaling production workloads, to supporting testing and development, to disaster recovery, iland's secure cloud and decades of experience translate into unmatched service.

iland has been recognized as Veeam's Service Provider of the Year and Zerto's Cloud Service Provider Partner of the Year, as well as VMware's Service Provider Partner of the Year, Global and Americas. iland is also part of the Cisco Cloud Managed Service Provider Program for IaaS and DRaaS and partners with other industry leaders including Trend Micro, Hytrust and Nimble Storage.

