Cosentry Offers Full-Service, Affordable DRaaS integrated with Google Cloud Platform

Overview

For almost two decades, Cosentry has been the most trusted IT solutions provider in the Midwest, offering Colocation, Cloud, Managed Hosting, Managed Services, and Infrastructure as a Service (IaaS) solutions. Cosentry takes a consultative and customer-first approach, allowing customers to focus on their core business while Cosentry solves all of their mission-critical IT infrastructure challenges.

Recently, Cosentry expanded their already impressive portfolio of IT services to include a full-service Disaster Recovery as a Service (DRaaS) offering from Google Cloud Platform. Customers that are hosted on-premises, or already hosted from a Cosentry data center, now have the option of protecting their mission-critical servers by leveraging the global, secure Google Cloud Platform as their recovery site.

Challenge

When Cosentry decided to expand their DR offering to fulfill additional customer requirements, they naturally turned to the Geminare DRaaS integrated with Google Cloud Platform offering, which addressed multiple challenges immediately, such as: 1) Offering competitive pricing for the underlying storage and compute costs required in providing a full DR infrastructure. 2) Providing flexibility in the recovery site so that customers could grow their DR solutions easily over time. 3) Allowing Cosentry's existing customers with production data centers in Europe and Asia to leverage Cosentry as a single provider that could, in turn, leverage a global DC footprint. 4) Managing a full-service delivery of a DRaaS offering efficiently and effortlessly.

> "The flexibility and ease of use of Google Cloud Platform are essential in helping us deploy a DRaaS solution to our existing and new customer base. And the reduced costs and global diversity made choosing Google Cloud Platform a no-brainer for us. By leveraging the Geminare DRaaS Platform and suite of offerings, we were able to expand our solution suite practically overnight."
>
> Craig Hurley, VP Product Management, Cosentry

Approach

Cosentry's decision to leverage Google Cloud Platform for its DRaaS offering addressed all of their challenges, and today Cosentry is deploying *Cosentry DRaaS integrated with Google Cloud Platform* solutions for its customers.

Pricing: By taking advantage of Google Cloud Platform's extremely competitive compute and storage costs, Cosentry now offers strategically positioned pricing for its DRaaS offering.

Flexibility: The Google Cloud Platform environment is inherently flexible, allowing customers to start small and grow quickly, as needed and on their own timeframe.

Ease of use: The intuitive and feature-rich setup and support environment means that Cosentry can handle large numbers of multi-server deployments and supported DRaaS environments without needing to expand its technical resource pool significantly.

At A Glance:

About Cosentry:
- Headquartered in Omaha, NE
- 220 employees nationwide
- One of Inc. Magazine's 5000 Fastest Growing Companies 8 years in a row
- Center of Excellence in Data Center Services, IaaS, and Compliance and Security
- 9 data centers in key Midwest markets

Goals:
A new DRaaS offering for customers that fits into its existing portfolio of full-service offerings, and that is:

- o Affordable
- o Flexible
- o Easy to use

Results:
Google Cloud Platform allowed for the immediate availability of an extremely cost-effective and full-service Partner-enabled DRaaS solution that is being quickly adopted by existing and new customers.

About Google Cloud Platform:
Google Cloud Platform is a set of modular, cloud-based services that allow you to create anything from simple websites to complex applications, and allow you to implement a comprehensive and feature-rich Disaster Recovery solution through DRaaS integrated with Google Cloud Platform.
https://cloud.google.com

Enabled by Geminare DRaaS integrated with Google Cloud Platform: Geminare's suite of award winning, cloud-based, Disaster Recovery as a Service (DRaaS) solutions is fully integrated with Google Cloud Platform and Google Cloud Storage Nearline and consists of:
- **Cloud Recovery**
- **Cloud Archive**
- **DRaaS Cloud Management Platform**

Learn more about Cosentry:
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