



TONAQUINT

TONAQUINT LHM-Miller Management Corporation



Private Cloud Migration Case Study

COLO • CLOUD • DISASTER RECOVERY





● THE CLIENT

The company created by Larry H. and Gail Miller began as a single dealership in 1979 and grew to one of the largest privately-owned companies in the western United States. The drive for excellence and a mission to enrich lives direct the company's growth today.

The corporate headquarters of the Larry H. Miller Group of Companies is in Sandy, Utah. The Larry H. Miller Management Corporation (LHM-MMC) directs corporate governance, long-term strategy, mergers and acquisitions, finance, human resource, and related services, as well as corporate communications, events, and community relations.

● THE CHALLENGE

In 2020 LHM MMC determined that its legacy data center and disaster recovery solutions would require significant investment to replace the aging equipment. Several large equipment maintenance agreements were also included in the forecast. LHM had already stretched its IT resources, and was unable to focus on value added activities due to the large effort required to maintain, upgrade, and migrate on-premise systems.

● THE SOLUTION

Tonaquint introduced LHM MMC to the "Business as Usual" analysis platform. The platform gave LHM MMC the ability to compare their current model of ongoing self-managed on-premise investment to the Tonaquint Private Cloud, Disaster-as-a-Service (DRaaS) solution and Backup as a Services (BaaS).

The Tonaquint solution provided LHM MMC the ability to migrate off of their existing production environment infrastructure to hosting all production VM's live in Tonaquint's cloud within weeks.

The scope of work included Tonaquint leveraging the Zerto DRaaS offering to forklift the existing production VM's from LHM MMC on-premise to Tonaquint. The initial step established the network connectivity between the two locations via a VPN.

Once the VM's were migrated to the Tonaquint cloud, Tonaquint replicated the VM's with Zerto to its offsite location in Boise, ID utilizing 10G network links between the sites. In addition to providing real time replication with Zerto, Tonaquint also provided daily Veeam Backups of the entire environment to satisfy LHM MMC's long term retention policies and provide file restore capabilities to their applications and systems.



In addition, Tonaquint provides O365 Backups for the LHM MMC O365 User Accounts that utilizes Veeam Backups. LHM MMC can manage those backups and perform any restores as needed via the dashboard.

Tonaquint's Cloud Infrastructure is built upon Dual Cisco Firepower Firewalls, Supermicro ESXI Hosts, Tegile Intelliflash SAN, and VMware. Tonaquint utilizes Zerto for DRaaS realtime replication for mission critical VM's. Veeam Cloud Connect is utilized for Back up and long term retention needs. Tonaquint's infrastructure and expertise provides flexibility and affordability for both Cloud and Colocation solutions.

● **THE BUSINESS CASE FOR LHM MMC PRIVATE CLOUD APPROACH**

LHM MMC engaged Tonaquint in February 2020 to evaluate alternative solutions to their traditional on premise hardware. The CIO had a vision for worrying less about blinking lights and more about adding value to the business - by providing flexible pay for what you use IT, managed by a partner that had the focus on Data Centers and delivering scalable IT. Detailed existing costs were analyzed along with expected capital expenditures over a five year period. These costs were compared to Tonaquint services. The net present value savings over this five year period were over \$720,000 and 46%.

With the Private Cloud, DRaaS, and BaaS solutions LHM MMC gained:

- The highest availability and recoverability possible for its mission critical applications
- Ultimate scalability by using compute resources on an as needed basis
- Better use of internal IT resources who have been freed from routine maintenance tasks to focus on improving strategic business applications
- Easy VMWare skillset transition allowing for seamless and quick migration from on-premises to a cloud environment
- Zerto DRaaS - Reduces the cost and complexity of application migrations utilizing Continuous Data Protection. With orchestration built into the platform, it enables full automation of recovery and migration processes
- Veeam® Backup for Microsoft Office 365 - eliminates the risk of losing access and control over your Office 365 data including Exchange Online, SharePoint Online, OneDrive for Business and Microsoft Teams - so that your data is always protected and accessible



- Veeam Cloud Connect Backup - Store a copy of backups offsite in the cloud. Data retained long term to satisfy retention policies and available for file restores

● THE RESULTS

- LHM MMC avoided data center upgrades of over \$200,000
- Freed up internal resources for strategic business applications and projects
- Reduced capacity planning from several months to minutes
- Provides IT infrastructure on a monthly, predictable cost (scale up or down based on business requirements)
- Provides increased uptime, and business continuity. By having fully redundant, fully replicated systems (via Zerto) there will be seamless cutover in the event of a disaster (no business downtime)

“The solution Tonaquint brought to our attention was the perfect fit for us,” said BJ Vander Linden (MMC CIO). “I’m certain that the reason our migration went so well is because of Tonaquint’s commitment to the project. Not only did LHM-MMC get a modern infrastructure solution, but one with a much lower total cost of ownership (46% lower) than our traditional on-premises model. And it is really allowing my IT staff to spend more time doing things that make a difference, rather than things like swapping out a hard drive, or patching software.”

● ABOUT TONAQUINT

Tonaquint is an intermountain cloud service provider of secure and compliant hosting for infrastructure (IaaS), disaster recovery (DRaaS), and backup as a service (BaaS). With headquarters in Utah, Tonaquint delivers cloud services from its data centers throughout the intermountain states.



Location

STG • BOI • SLC



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