Cradlepoint Chooses Datrium DRaaS to Extend Security and Business Continuity Preparedness

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Challenge
Cradlepoint wanted to increase its preparedness for outages and ransomware attacks by simplifying and accelerating recovery times.

Results
- One-click failover
- Significantly lower RTO
- No more dependency on a physical backup site
- Reduced maintenance requirements
- Cut the number of vendor licenses
- Single, integrated solution for DR and backup
- Ability to back up virtual machines (VMs) and critical file-share data

"Adopting Datrium DRaaS as part of our overall solution helps protect us from ransomware and unplanned outages. It significantly improves RTO and RPO and eliminates the cost and complexity of having to manage a secondary DR site and backup solution."

Brandon Ashey
Director, Information Technology and Security, Cradlepoint

Company Challenge
Improve Preparedness for Outages and Ransomware Threats

Companies depend on Cradlepoint wireless edge solutions to help unlock the power of 4G LTE and 5G cellular networks for business. Cradlepoint's internal teams, from R&D and sales to operations around the world, rely on the company's IT infrastructure to securely connect employees with the applications and data they need to be productive.

Preparing for outages and security breaches is an increasingly critical part of IT's charter, particularly in the face of ever-expanding and evolving malware threats such as ransomware. "Like almost every company, we have experienced attacks in the last two years, and we continually improve our defense against security threats and outages of all types," said Brandon Ashey, Director of IT and Security for Cradlepoint. "Our goal is nothing less than zero downtime and zero intrusions."

Results
Radical Improvement in Recovery Speed, Efficiency, and Reliability

Cradlepoint began evaluating new options for backup and DR because its existing solution was too cumbersome and dependent on physical systems and locations.

"We were doing backups to one of our other facilities, where we had a secondary VM server, but it was very hard for us to test our ability to recover from an outage or disaster," said Ashey. "We were not satisfied with how long our backups would take to be restored or how long it would take to recover from a disaster."

Ashey shared the appeal of Datrium Disaster Recovery as a Service (DRaaS) with VMware Cloud on AWS: "It's a cloud-based solution, so it removed the need to maintain physical infrastructure or rely on a physical backup site," he said. With DRaaS, failover and failback are instant, one-click processes, so RTO (Recovery Time Objective) is very low, according to Ashey.

By not having to purchase and maintain physical infrastructure for backup and recovery, Cradlepoint can also save money and increase efficiency. "We can eliminate licenses and hardware, and it also just makes the backup and recovery process much simpler," said Ashey. "It's got a very clean interface, so we can failover seamlessly."

> "The backups are phenomenally more reliable than our previous solution. The backup job used to timeout or fail several times a week. With the built-in cloud backup in DRaaS, we haven't had a single failure."

Brandon Ashey
Director, Information Technology and Security, Cradlepoint

"Takes a Lot of the Workload Off My Team"

DRaaS with VMware Cloud on AWS removes the burden of maintaining backup and recovery systems from our busy IT staff, according to Ashey. "Not having to worry about the infrastructure, being able just to look at a report to see how backups are performing, is a huge time savings," he said. In the past, the IT team tested our failover processes twice a year. "Now we don't have to focus on all of that. It takes a lot of the workload off my team," said Ashey.

Also, DRaaS can back up both VMs and essential file-share data, according to Mr. Ashey. "It's a convenience to be able to back up our 200 VMs, and it also gives us peace of mind that our critical file-share data is protected as well," he said.

By choosing DRaaS with VMware Cloud on AWS, the IT team met its objective to move more capabilities to the cloud. "The cloud is where we operate," said Ashey. "Cradlepoint has invested heavily in the cloud for our own NetCloud Service, and this is the first time I've seen a proven solution that can put DR in the cloud. So, moving to DRaaS is a natural extension of our product and corporate strategy."

Integrated Functionality Increases Efficiency

Another key advantage of the DRaaS solution, according to Ashey, is the integration of features and functionality. "We did a thorough evaluation of our options, and we did an extensive proof-of-concept trial of DRaaS," he said. "The fact that DRaaS is fully integrated, with built-in backups, snapshots, and encryption, great reporting capabilities, and a really clean, intuitive interface – it absolutely made a difference in our evaluation. When you combine that with the ability to reduce other vendor licenses, it was an easy call."

About Cradlepoint

Cradlepoint is a global leader in cloud-delivered LTE and 5G wireless network edge solutions for branch, mobile, and IoT networks. Our Elastic Edge vision is brought to life through NetCloud, a subscription-based service with purpose-built endpoints that delivers a pervasive, secure, and software-defined wireless WAN edge to connect people, places, and things over LTE and 5G cellular networks. More than 20,000 enterprise and government organizations around the world, including 75 percent of the world's top retailers, 50 percent of the Fortune 100, and first responder agencies in 25 of the largest U.S. cities, rely on Cradlepoint to keep critical branches, points of commerce, field forces, vehicles, and IoT devices always connected and protected. Major service providers use Cradlepoint solutions as the foundation for innovative managed services. Founded in 2006, Cradlepoint is a privately held company headquartered in Boise, Idaho, with a development center in Silicon Valley and international offices in the UK and Australia.

Learn more about Datrium at www.datrium.com.