

# UK Customer Rescues Stalled Migration Project with Velostrata

## The Challenges with Replication

Our customer had been using a hosted service provider (offsite data center) for their applications and data, and determined they would achieve significant cost savings and agility by moving these workloads to Microsoft Azure. Aiming to avoid an upcoming co-lo facility renewal, the organization needed to quickly move application workloads comprising over 300 virtual machines into the cloud.

In addition to the time constraints, they had to perform the migration in such a way that gave end users the opportunity to validate whether the applications could execute properly in the cloud before officially committing them there, while also minimizing application downtime at cutover, and reducing migration complexity and risk.

“We realized we could save a lot of money by leveraging the public cloud,” explained the customer, “and we had a six-month window to migrate before our contract renewal was due, so we needed a way to act quickly but safely.”

They began a migration project with one of their partners to accomplish this goal. The replication-based technology which was originally selected by the partner for the migration, however, had some unforeseen challenges. The original tool was excessively complex and didn’t make testing easy as data had to be fully migrated before testing could even begin. After two months, they had only moved seven applications, leaving dozens remaining with time ticking away and their project slipping behind schedule.

This scenario, unfortunately, is quite common with most migration tools on the market today which rely on agents and replication. These tools are typically re-factored backup and disaster recovery tools that attempt to “copy and paste” machine images into the cloud. As this customer and partner were learning, this approach rarely works efficiently, especially when it’s a large-scale migration. Plus, installing and configuring agents can introduce as much as 7 additional hours per server to the migration process, dramatically increasing labor costs.

## Rescuing the Migration with Velostrata

Because of these challenges, the customer and their partner decided to explore alternative migration solutions, and reached out to their colleagues on the Microsoft Azure team for recommendations. The Azure team, having worked with Velostrata previously, brought in Velostrata to demo its agentless, streaming-based migration solution which was designed specifically to accelerate and simplify cloud migration and workload mobility.



### Organization’s Challenges:

- Original cloud migration solution used agents and replication
- This approach created significant challenges for speed, scale and complexity
- Project was falling behind schedule
- Customer was faced with incurring additional colo datacenter charges

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The customer decided to start with a quick Velostrata pilot, where 5 applications were identified for an initial migration. These applications weren't trivial, either—many had heavy SQL databases totaling five terabytes or more. Within just one weekend, the team used Velostrata to successfully migrate those 5 applications into the cloud, let end users test and validate performance, and then returned workloads on-premises (final determinations to move an application to the cloud occurs after a review).

“We found that streaming a workload into Azure took about 10 minutes, which was very quick and proves this is a fast approach”, said the customer, “and moving the servers from Azure back to on-prem took another 10 minutes.”

All of this occurred without requiring vast amounts of pre-migration preparation and had minimal operational impact. This is exactly what the customer was looking for—a fast, easy-to-use migration solution that would allow them to keep their migration project team small, and also avoid expensive fixed-cost migration service providers. In addition to these benefits, some of Velostrata's other capabilities were particularly attractive, too, such as:

- Requiring very little manual labor and no manual changes to the workload images (before, during, or after migrations)
- Optimizing data transfer with state of the art WAN optimization that scales up to 100 VMs per hour
- Facilitating validation testing and troubleshooting using “test before you migrate” capabilities
- Providing quick, easy rollback to on-premises anytime and with no impact on data integrity

## Meeting Project Deadlines and Cost Projections

These Velostrata capabilities ensured that the process was fast and smooth, and after the successful pilot, the customer and partner were immediately on board to use Velostrata for the remainder of their migration project, which is continuing along smoothly.

“This has been an extremely positive project so far and I am absolutely convinced this is the correct approach for us moving forward with our continued cloud migrations into Azure,” said the customer.

For any organization that has ventured down a cloud migration path, IT managers know the challenges, risks and delays that the wrong approach can produce. As this customer shows, Velostrata holds the key to successful cloud migration projects, providing the speed, scale, simplicity, and safety that customers and partners require for cloud migration projects.



### Velostrata's Solution:

- Unique agentless, streaming technology had workloads running in the cloud within minutes
- Tremendous acceleration of VMs and data to the cloud
- Simple to use, migrations begin with just a few clicks
- Workloads adapt to cloud target automatically.
- Fast and easy to perform pre-migration testing in the cloud, and rollback on-prem anytime needed.



### Benefits:

- Significantly accelerated the pace of the migration project
- Reduced the manual labor involved during migration and kept the migration project team small
- Did not introduce additional complexities or challenges
- Easy for end users to perform testing in cloud before official cutover.

## About Us

Velostrata software enables public cloud migration and workload mobility with speed, scale and simplicity. Unlike replication-based approaches, Velostrata's agentless platform moves applications to the cloud in minutes. The software is easy to deploy and manage, and can significantly reduce the risks associated with migration. Unique capabilities let organizations “test before they migrate” in minutes, without taking production applications offline, and provide ongoing flexibility to move workloads back on-premises or to another cloud if desired.

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