



SUCCESS STORY
Service Provider



BRITESKY | PROBLEM SOLVED

BriteSky delivers white-glove cloud services that comply with Canadian data sovereignty laws using the best-in-class flexibility of NetApp® StorageGRID® Webscale and the security of NetApp Private Storage for Cloud

BriteSky Gives Enterprises Assurance of Data Sovereignty in the Cloud

Data privacy concerns span the globe, as enterprises strive to keep up with continually evolving laws and regulations. The large fines and severe penalties for companies whose data moves outside their countries' borders have brought these worries to the forefront for many businesses. To address these concerns, BriteSky relies on NetApp Private Storage for Cloud and NetApp StorageGRID Webscale to comply with Canada's data sovereignty laws, keeping customer data within the country's borders.

**Simplifying
cloud**
in Canada

**Data
sovereignty**
with cloud freedom

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NetApp®

“No matter the type of dataset from our customers, StorageGRID worked extremely well. It easily dealt with the ingest of data being received every single day.”

Richard Losier
Vice President of Technology, BriteSky

BriteSky, one of Ottawa’s fastest-growing companies, provides flexible, cost-effective, and secure enterprise cloud services—including infrastructure as a service, backup as a service, and data replication as a service—to Canadian enterprise companies. Its goal is to simplify customers’ moves to the cloud, collaborating with each client to meet its specific needs, whether it runs on a private, public, or hybrid model.

Further, BriteSky offers services that help its customers comply with data sovereignty law, no matter what cloud platforms they use. [To provide greater data management flexibility, BriteSky uses NetApp Private Storage for Cloud in an Equinix data center with Equinix Cloud Exchange to keep data within Canada.](#)  This way, customers can use Microsoft Azure and Amazon Web Services (AWS) platforms, yet still comply with law. No other cloud provider in Canada does this.

“With a cloud provider like BriteSky, because the data stays within BriteSky, the data is sovereign—but now you get to leverage AWS, Azure, or BriteSky. All of a sudden,

that customer has choice,” says Richard Losier, BriteSky’s vice president of technology. “At the end of the day, that’s what we always try to give our customers: that ability to have a choice. Using NetApp Private Storage for Cloud, we can do that.”

A HIGHLY CUSTOMIZABLE CLOUD

“Instead of customers trying to modify their environments to fit into BriteSky, we customize solutions to fit their environments, managing the data their way versus our own way,” says Losier about BriteSky’s white-glove service. “It all has to do with working collaboratively with those customers to make sure that their transition to the cloud is something that is very easy, very natural.”

To support this goal, BriteSky needed a solution that would be flexible enough to manage whatever model a customer desired, but also address the stringent Canadian data sovereignty laws.

“We’ve worked with NetApp since the beginning of BriteSky and the primary reason we chose NetApp is its architecture,” says Losier.

BUSINESS BENEFITS

- Help customers meet requirements of Canadian data sovereignty laws, while still using the cloud platforms of their choice.
- Design a platform to support longer data retention cycles, easy data replication, and data management between sites.
- Embrace the NetApp Data Fabric vision of a data management structure where data flows where it’s needed, and seamlessly connects to different clouds, whether public, private, or hybrid.

“With some other vendors, we’d look at the platforms and felt as though security was not as strong. NetApp’s Data ONTAP® platform proved that they could provide the level of security we required.”

In the first phase of BriteSky's build-out, the ONTAP data management software provided the flexibility and the secure environment its customers required. The next phase, to serve customers requesting backup to the cloud, presented additional challenges. "It was just astronomical, the amount of data we had to deal with," Losier says. "We needed a platform that was better designed for that longer retention cycle of data and allowed the data to be replicated across multiple sites easily."

StorageGRID object storage, with its geo-tagging capability, scalability, and simplified maintenance, was a perfect fit. It provided data governance for the myriad files—from images to video—that BriteSky's customers need to keep safe.

"No matter the type of dataset from our customers, StorageGRID worked extremely well. It easily dealt with the ingest of data being received every single day," says Losier.

MOVING FORWARD WITH NETAPP DATA FABRIC

As customer data proliferates, concerns about data sovereignty and security will only intensify. "When we look at what our customers want, where IT is going, and what problems people are trying to solve, I look at the NetApp Data Fabric story and say, 'Finally, a solution.'" says Losier.

The growth of BriteSky is now and has always been driven by customer demands. That's where the NetApp partnership comes into play. BriteSky discusses its needs with the NetApp team, and NetApp

offers ideas for how to accomplish those goals.

"You've got smart people exchanging ideas, which is what this is really all about. This is how we make things better for our customers," says Losier. "The fact that NetApp is asking questions and thinking about our customers' needs allows us to build a better cloud solution. The collaboration between BriteSky and NetApp is more than a customer-client relationship: It's partner to partner."

SOLUTION COMPONENTS

NETAPP PRODUCTS

NetApp StorageGRID Webscale

NetApp Private Storage for Cloud

LEARN MORE

netapp.com/us/products/data-management-software/object-storage-grid-sds.aspx

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