

NOEVA

Partner Snapshot

Name

NOEVA

Overview

Managed service provider

Headquarters

Sophia Antipolis, France

EVault Products

Cloud-Connected Service Provider (CCSP) Program

Challenges

- To offer flexible data security
- To improve the company's offer of outsourced IT services to the public sector and medium-size business

Objectives

- Ensure total data security
- Increase revenue
- Move towards the cloud

Results

- Better availability of customer data
- Improved volume of activity
- Creation of an ongoing revenue stream

NOEVA Moves to a Subscription-based IT Services Model

NOEVA has transformed its revenue model by joining EVault's[®] Cloud-Connected Service Provider (CCSP) Program. The company now offers its customers a secure, high-performance cloud infrastructure model.

Cloud Computing: The Next Step for a Leading Managed Service Provider

NOEVA is a company that strives for innovation. By adopting new technologies, it revitalises the operational and financial services it offers its clients. Now, after 25 years of growth, NOEVA has become a leading managed service provider (MSP) in the south of France. The company built its business on value-added systems integration, the provision of IT products and services, and facilities management. It is particularly strong in data storage and server infrastructure.

With a team of 110 people operating from three sites (Sophia Antipolis, Monaco and Marseilles), NOEVA achieved a turnover of €23m in 2009. Its clients are public sector institutions and medium-size businesses.

"Each business has its own needs, which explains why we had to create a flexible offering if we were to respond to their different cultures, strategies or objectives," says Jean-Christophe Pari, Technical Director, NOEVA. "The advantages of the different services quickly became apparent. Thanks to dynamic resource allocation, our customers, particularly software publishers, have been able to quickly create, test and develop scenarios such as the simulation of an e-commerce website ramp-up."

System Agility and Data Continuity at the Heart of the Business

NOEVA's long-term interest in virtualisation is an example of its quest for innovation. Through virtualisation, the company has added value to numerous IT projects located on customer sites and in NOEVA's own data center.

Virtualisation projects were initially developed for server consolidations. Now they help enterprises meet business-continuity regulations or business-resumption plans. And for NOEVA, the priority is data management: storage, backup, recovery, access control, encryption, network security and traffic.

Case Study NOEVA

“By offering unlimited licences and a pay-as-you-grow system, EVault’s solution seemed to be the obvious answer to an MSP problem.”

—Jean-Christophe Pari,
Technical Director,
NOEVA

Rapid Adaptation to a Subscription-based IT Services Model

Pari believes in making IT resources available as a service. It’s a business model that he’s long been working towards. With Pari’s skills and experience, NOEVA was able to move fast. The company adapted its data center to provide a complete, virtualized outsourcing service. It now has a formalised infrastructure-as-a-service offering based on four main themes: hosting application servers, outsourced backup, disaster-recovery and business-resumption plans, and software-as-a-service.

EVault CCSP for Trust and Data Continuity

NOEVA’s drive for flexibility over the provision of IT resources could not have happened without a well thought-out data backup policy. So the company began looking for a partner—a company with the flexibility and the technological resources to help it develop its new cloud offering.

The criteria for choosing a partner were rigorous: an easy-to-implement service, software agents available for servers and application plug-ins, license models, and a wide range of supported platforms. After looking at various proposals—and taking account his historical relationship with the distributor, MIEL—Pari chose EVault, and NOEVA joined the CCSP program. “By offering unlimited licenses and a pay-as-you-grow system, EVault’s solution seemed to be the obvious answer to an MSP problem,” says Pari.

The EVault solution is rapidly implemented through the award-winning EVault Plug-n-Protect appliance, an all-in-one solution which is installed in its own data center. It also includes the EVault management console, which provides a complete system overview. Agents are installed on customer sites, and EVault does the rest. It optimises traffic on the local and wide area networks and, thanks to unique deduplication and compression technology, is highly efficient in its use of storage space.

EVault and EVault form the final link in a multilevel architecture that guarantees total data integrity. Customers store their data on their own sites in any way they wish. Their data is replicated to NOEVA’s own data center as well as to one of EVault’s data centers. With multiple levels of protection based on a network of high-tech data centers (EVault data centers are SAS 70 Type II or ISO 9001:2000 certified), enterprises can be confident in the security and availability of their data.

Boosting Growth through the Cloud

The EVault CCSP program meets all of NOEVA’s objectives. It gives NOEVA’s customers the flexibility of demand-driven IT consumption and a guarantee of data reliability and integrity. And it gives NOEVA a reliable tool for forecasting its own revenue.

“EVault CCSP seemed to be perfectly suited to medium-size enterprises such as ours,” says Pari. “It combines all the technical features needed to develop a credible cloud offering: proven technology involving reliable software agents and deduplication and compression algorithms considered to be among the most efficient on the market, together with a scalable license model.”

Take the Next Step

To learn more about EVault storage solutions, email us at info@evault.com or visit us at www.evault.com.



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2011.11.0051_CSA4 (updated 11/27/2011)