GAMO
INFORMAČNÉ TECHNOLÓGIE

WEB
www.gamo.sk

FIELD
Information technologies

LOCATION
Banská Bystrica, Slovakia

MAIN CHALLENGES
- Building a data center based on the SDDC architecture
- Remote administration, orchestration, and distribution
- Providing higher security compared to competitors

SOLUTION
VMware NSX for network virtualization and VMware Virtual SAN for storage virtualization enabled the building of a highly automated and secure world-class cloud solution in record time.

BUSINESS BENEFITS
- Fully flexible infrastructure
- High security with the use of micro-segmentation
- Time savings

Network and storage virtualization technologies allowed GAMO to build its superior data center in two months

Thanks to VMware technologies, GAMO managed to build its own modern data center in two months to became the first Slovak provider of public, private, and hybrid cloud services based on the virtualization of networks and storage by the use of state-of-the-art technologies VMware NSX and VMware Virtual SAN. Customers using GAMO Cloud have access to a fully flexible virtual data center in which it is possible to scale resources and computing power, shift workloads between private and public clouds, and protect their data with advanced security features.

GAMO a.s. has been a stable provider of IT services in the Slovak market for 25 years. The main activity of the company, to which it has been devoted to since its creation in 1991, is building of ICT systems and data infrastructures. The company's goal is to provide customers of all sizes and from different industries superior services based on the latest technology.

Challenges

GAMO decided to build its own data center in which it could provide its customers private and hybrid cloud at the highest level possible. Building a fully-fledged, modern, and secure data center on a "greenfield site" was a big challenge not only from the economic point of view, but also in terms of time. GAMO's ambition was to complete this project in just two months and take advantage of technologies that none of the competitors was offering on the Slovak market. An important requirement for the data center was the possibility of remote administration, orchestration, and software distribution so that the entire operation of the data center could be as flexible and economical as possible.

"You can succeed in the IT market only if you identify the emerging trends and employ them in your own solutions. The IT environment, as well as customers' requirements, is changing incredibly fast. In order to keep ahead of the competition, we use the best technologies available on the market and collaborate with partners who are leaders in their fields" said Ivan Luby, GAMO's CTO for systems and infrastructure.

As with most new technologies, providers must deal with the initial skepticism of customers. Although cloud IT infrastructures are gradually becoming more and more common, there are still barriers in the form of doubts about data availability and security. GAMO therefore intends to offer customers solutions beyond conventional data centers, solutions that will stand out by its safety and accessibility and that will allow full control over the virtual data center. The solutions will also bring the maximum flexibility of the real hybrid cloud.

Solution

Since GAMO decided on an innovative software-defined data center (SDDC), VMware technology, which is unrivalled in this area, was a clear choice. SDDC architecture was used as the basis to build this Tier III data center meeting NATO's and the NSA's certification requirements. In order to provide its customers with the full potential of VMware, GAMO joined the partner network called vCloud Air Network which offers advanced features of VMware's public cloud. It can be integrated with customers' VMware vSphere environments, making it possible to freely

APPLIED SOLUTIONS
• VMware vCloud Air
• VMware NSX
• VMware vCloud Director
• VMware vCloud Suite
• VMware Virtual SAN

> *"To succeed in the IT market means to identify and utilize emerging trends. Thanks to VMware, we managed to build our own data center in record time and now we are able to provide our customers services that are unrivalled in our market."*
>
> Ivan Luby
> CTO, IT Solutions & Services

shift workloads between the private and the public cloud while making use of the tools the customers are used to. Thanks to the IaaS model (infrastructure as a service), customers pay for services they really used and can adjust the volume of services used each month to their current situation. This significantly reduces operating costs.

Thanks to the deployment of virtualization technologies VMware NSX, Virtual SAN, and VMware vCloud Director, it was possible to launch the GAMO Cloud in record time. The entire implementation of the project - from initial design to full operation - lasted only two months, most of which was preparatory works and installation of hardware. "We owe the timely completion of the project primarily to VMware NSX technology. While the installation and configuration of a network model based on common active elements would last for days, full configuration of network services, including setting security policies, was a matter of hours for us thanks to VMware NSX" added Ivan Luby, GAMO's CTO for systems and infrastructure.

With the use of VMware vCloud Director, GAMO is able to provide its customers both private and hybrid cloud services. Customers who have already been using VMware in their own data center can seamlessly shift their virtual machines between their own cloud and GAMO's public cloud - depending on their current needs. This provides customers with unprecedented flexibility and operational cost savings.

Business benefits

Through the use of innovative technologies for network virtualization - VMware NSX - and storage virtualization - VMware Virtual SAN, GAMO became the first provider of cloud services based on software-defined data center in the Slovak market. Thanks to this, GAMO Cloud gained a unique position among its competitors and provides services that the customers cannot get elsewhere.

The new service immediately received positive feedback from customers. Flexibility, security, and economic efficiency of the solution also convinced the customers who still did not trust cloud. "The customers were interested

in our solution to such an extent that we are now migrating entire customer information systems from manufacturing and healthcare sectors, which were previously the domain of on-premise solutions" said Ivan Luby, GAMO's CTO for systems and infrastructure.

Advanced features of VMware for deployment, configuration, and administration of cloud solutions brought tremendous time savings not only in the actual building of the comprehensive solution of GAMO Cloud, but also in the system's operation. Furthermore, there was no need to spend additional funds on training experts, as it was possible to use the tools which GAMO knows well and implements in its customers.

VMware NSX provides above-standard infrastructure security, mainly thanks to micro-segmentation which prevents the spread of attacks and malicious code directly within the data center. Micro-segmentation creates an internal system of firewalls the structure of which resembles a honeycomb. This allows immediate application of new rules to the firewalls assigned to individual applications. If an application is attacked, other companies can efficiently identify and isolate threats before other applications can also be attacked.

Future development

In order to maintain their competitive position, solutions similar to GAMO Cloud must be constantly developed and improved on the basis of technological developments and customer requirements. Therefore, with regards to the needs and suggestions from their customers, GAMO plans to expand its portfolio in other areas, for example by virtual desktops and backup and recovery tools, all in the form of services.

"Our services retain their uniqueness. The Virtual Desktop as a Service technology allows customers to utilize the graphics performance of NVidia Kepler Grid vGPU in areas that have been dominated by high-performance workstations so far (CAD, GIS, DTP, etc.)," said Ivan Luby, GAMO's CTO for systems and infrastructure.

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