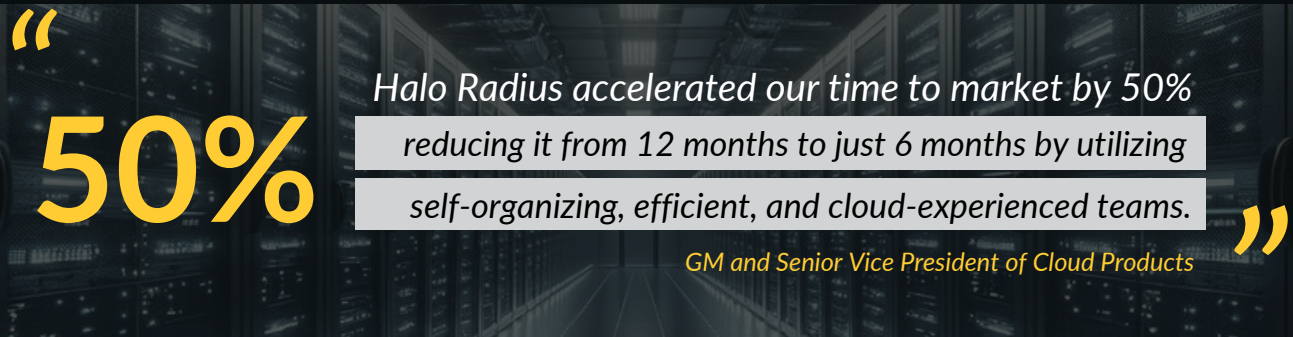


## Customer Case Study: Fortune 500 Enterprise Technology Vendor\*

### OVERVIEW

Our client, a Fortune 500 technology company with 29.1 Billion in annual revenue, and 62,000 employees, struggled with the increase in costs and technical challenges managing cloud data protection for their enterprise customers. The client needed a scalable, reliable, and cost-efficient platform which could address the unmet needs of the world's largest enterprise customers across the top verticals, including financial services, healthcare, retail, and technology companies around the globe.



“  
**50%**  
Halo Radius accelerated our time to market by 50%  
reducing it from 12 months to just 6 months by utilizing  
self-organizing, efficient, and cloud-experienced teams.  
”  
GM and Senior Vice President of Cloud Products

### THE CHALLENGE

The client needed a new cloud-native product to be hosted in the AWS and Microsoft Azure marketplaces with a goal of being the world's most cost-efficient cloud backup and recovery product. Their existing product suite was an on-premises solution incompatible with cloud economics. Furthermore, the client's deduplication technology was unable to run in cloud infrastructure in a cost-effective manner. The goal was to build a competitive, efficient end-to-end backup solution for the client's Fortune 500 and Global 2000 customers which could maximize the client's net margins.

### THE APPROACH

Halo Radius brought its cloud architecture, golang, C/C++, security and GitOps expertise to bear in advising the client executives and technical teams on cloud architectures applicable to the project goal. This led to accelerating the product development under tight deadlines. Halo Radius quickly ramped up headcount across four functional teams and delivered a functional PoC which helped the client iterate on requirements. The implementation teams then geared up and delivered the final product with a predictable cadence. Our team was first in the organization to own and manage a dedicated per-app AWS account, a best practice which we have spread across the client's teams.

## Delivering Innovating Cloud Data Management at Scale

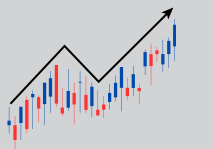
### 🔗 THE SOLUTION

Halo Radius teams provided timely delivery on all key Backup & Recovery product development milestones and accelerated market-differentiating capabilities in the client's product portfolio. Halo Radius delivered industry-leading cost efficiency, now a key differentiator for the client in a competitive marketplace. New modernized, automated product development lifecycle processes were implemented with Halo Radius. These new practices have enabled client development teams to optimize developer workflows for this and other major software projects inside the firm.

The new product designed and implemented by Halo Radius consists of multiple microservices and AWS and Azure managed services. The automation operates a fleet of dynamically scaled EC2/EBS instances running software in 16 AWS regions. The main goal was squeezing out as much cost-efficiency as possible. The new architecture allowed virtual machines to be right-sized and optimized for the target workloads and be instantly turned off while idle.

### 📊 THE RESULTS

<p><b>1</b> <b>Seamless Automation</b></p> <p>Fully automated registration of Edge and IoT devices to SaaS management console for backup management</p>	<p><b>2</b> <b>Multicloud Integration</b></p> <p>Highly optimized multicloud integration to leverage the best of each cloud platform while delivering a consistent experience</p>	<p><b>3</b> <b>New, Innovative Capabilities</b></p> <p>Enabled new customer-facing capabilities including file-level recovery for managed cloud storage platform</p>
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<ul style="list-style-type: none"><li>◦ 16 AWS Regions</li><li>◦ Zero Downtime</li></ul>		<p>Autonomous operation of a fleet of dynamically scaled EC2/EBS instances</p>
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“ Halo Radius didn't just solve a complex set of technical challenges, they delivered a scalable, robust, and vastly more cost-efficient platform which has led to multi-million dollar increase in ARR thanks to the sheer amount of new features and capabilities now available to our customers and cloud partners. ”  
*Product Engineering Lead*