



#### About Customer

Cornerstone helps organizations manage and develop one of their most important assets—people. Its cloud-based solutions cover the entire talent-management lifecycle, from recruiting and training to career development and performance.

[cornerstoneondemand.com](http://cornerstoneondemand.com)

#### Geo

North America

#### Industry

Technology

#### Solution Area

Enable Multicloud

Activate Real-time Analytics

#### Pure Storage®

##### Products in Use

Evergreen//One™

FlashArray™

FlashBlade®

Pure1®

Pure Cloud Block Store™

# Cornerstone Sees Potential in People—and in the Cloud

Cornerstone believes in the potential of people. Its people-development solutions help 7,000 companies worldwide build great teams and make the most of their talent. And with a cloud-first strategy, the software-as-a-service (SaaS) provider is gaining agility and bringing products to market faster to help its customers succeed.

As Cornerstone moves to **hybrid cloud**, it needs to ensure unfailing availability, security, and compliance for hundreds of terabytes of data, upon which customers rely to build high-performing teams. With a long history of success using the Pure Storage platform, including FlashArray, and more recently FlashBlade technology, the company turned to Pure Cloud Block Store to move its disaster recovery (DR) capabilities to Amazon Web Services (AWS).

“We have two main trackers: our recovery point objectives and recovery time objectives. Right out of the gate, they had to be validated and attested to. We achieved that with Pure Cloud Block Store.”

**WES NORTH,**  
 AVP, TECHNOLOGY  
 OPERATIONS,  
 CORNERSTONE

#### Impact on Cornerstone



Mobilizes data across a hybrid-cloud environment



Provides agility to drive innovation while maintaining data compliance



Frees up cash flow with a predictable OPEX model

## Challenges



Strict SLAs to protect hundreds of terabytes of sensitive customer data



Increasing costs of running workloads in the public cloud



Lack of flexibility and consistency between on-premises and cloud systems

## Results



Met client SLAs for data protection and integrity



Reduced cloud storage costs by half with high deduplication and compression rates



Automation enables IT to initiate replication from on-premises to AWS in just 15 minutes

## Cornerstone Makes a Calculated Move to Hybrid Cloud

Wes North is one of the key enablers of Cornerstone's cloud-first strategy. As AVP of Technology Operations, he's constantly analyzing the benefits of moving workloads to the cloud, looking for the best performance at the lowest cost.

But North needed to be thoughtful about handling customer data. Whether in life sciences, government, or other highly regulated industries, Cornerstone customers demand high standards of data availability, privacy and security—especially given the sensitive nature of personally identifiable information (PII).

"With 37,000 customer databases and hundreds of terabytes of PII, we're operating under strict contractual and compliance obligations," North says. "We have two main trackers: our recovery point objectives and recovery time objectives. Right out of the gate, they had to be validated and attested to. We achieved that with Pure Cloud Block Store."

## Mobilizing Data Across Hybrid Cloud to Serve Customers Better

After testing native SQL capabilities, Cornerstone chose Pure Cloud Block Store with the [Pure Storage Evergreen//One](#) subscription model for its DR solution. A successful proof of concept showed Pure Cloud Block Store was the right choice for strong security, including built-in FIPS compliance encryption to secure sensitive PII and provide fast performance.

"We demonstrated the ability to restore a complete environment within 24 hours, so we knew we could meet stringent customer SLAs for RTO and RPO," says North. "Ultimately, we benchmarked Pure Cloud Block Store at restoring 140TB of data within 10 hours, which is pretty impressive in the cloud compared to on-prem."

Cornerstone now has flexibility to move data around as it builds and launches new products—and as it addresses its customers' needs for data sovereignty. And with automated, point-and-click deployments, replication to multiple regions in the AWS cloud can be up and running in 15 minutes.

For North, the numbers add up. "Pure Cloud Block Store provides the same throughput as our on-prem systems," he says. "Plus, native-cloud deduplication and compression cuts the cost of our cloud data stores in half."

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