

## CASE STUDY

# Oxeva

Oxeva, a managed hosting company, recently set up a big-data offer for its customers. The company chose Pure Storage® FlashBlade™ object storage, a platform tailored to these specific needs and capable of delivering high and consistent data storage performance.

## Business Transformation

With FlashBlade's performance and consistency, Oxeva's customers can forget about storage concerns and focus on developing and improving their business activities.

## Challenges

- Oxeva's big-data offer required a [high-performance storage solution](#) capable of managing large volumes of data.
- The company needed a scalable storage with capacities adapted to its customers' needs.
- An essential criterion was finding a supplier that offered top-quality support so Oxeva could meet end-customer SLAs.

## Solution Benefits

- Significant simplification of [storage management](#) for Oxeva teams
- 60TB of useable data stored on 4U



### Geo

France

### Industry

Cloud services provider

### Company

Oxeva

<http://www.oxeva.fr/>

### Use Case

- Hosting big-data solutions

“FlashBlade is a technology that exists nowhere else, it is the only one that can address the type of needs we were facing.”

**GABRIEL BARAZER, OXEVA**

Founded in 2005, [Oxeva](#) offers managed hosting solutions. It counts 17 employees and 602 managed servers with a total of 57 million IPs visiting its hosted sites each month. The company recorded a turnover of €2.8 million in 2018. Present on three data centers in Paris area, Oxeva guarantees that all customer data is hosted in France in compliance with data security criteria. Oxeva’s corporate culture focuses on listening to its customers—including Le Slip Français and Direct Optic—to continually improve the quality of its services.

### **A Unique Solution**

As part of launching its big-data hosting solution in late 2017, Oxeva needed a [storage solution](#) capable of ensuring a high quality of service. The main challenge was to provide customers with an efficient solution to manage their data volumes while guaranteeing cost control.

“We studied the open-source storage technologies available on the market that can address the issue of storage in the big-data environment,” explained Gabriel Barazer, Oxeva’s technical director and co-founder.

“The equipment acquisition represents a significant cost and creates a threshold effect that is too high. It explains why we were looking for a high-performance, compact, and scalable solution,” he continued. “We tried several all-flash solutions that required a specific layer to be integrated into the big-data environment, before discovering that FlashBlade avoided these complications.”

In a meticulous three-month proof of concept, Oxeva tested the solution from every angle to properly assess its limits. Following that, the company acquired two [FlashBlade arrays](#). “FlashBlade is a technology that exists nowhere else, it is the only one that can address the type of needs we were facing,” added Barazer.

The advantages of FlashBlade that convinced Oxeva are mainly its scalability and the decoupling of computing power from the storage. “The scalability is interesting because it allows us to mutualise FlashBlade by using it for several clients at once,” said Barazer. “On the other hand, we wanted to be able to control both storage and computing power without any trade-offs between the two.”

Barazer points to three technical benefits of FlashBlade that helped convince Oxeva: “The possibility of automating the product; Pure’s transparency on the product’s technical design; and the bias of simplicity with FlashBlade, with reduced functionality in favor of quality, which matches entirely our professional culture.”

“With Pure, storage is no longer a concern for our end customers. They know that it works very well.”

**GABRIEL BARAZER, OXEVA**

### Quality of Support

Before implementing the Pure solution, Oxeva faced cultural resistance and assumptions from customers. “Just proposing a new system to our customers caused them natural distrust, because it is really a disruptive model,” said Barazer. “We had to use precise and substantiated technical arguments to convince them. But once they started using FlashBlade, the feedback was only positive. Today, storage is no longer a concern for them, they know that it works very well.”

“Pure has been really helpful on the support and SLA part of the equipment provided, which reassured us about the service-level commitments we had for our customers. The quality of Pure’s support, which was an important selection criterion for us, is a real asset on a daily basis: The proactivity and technical performance of its solution reassured us, as well as our customers, in an indirect way.”

With FlashBlade being a unique solution on the market, Oxeva has no alternative to refer to in case of problems, hence the importance of trusting the level of support from Pure to guarantee its customers maximum service continuity.

Oxeva customers now benefit from both the performance and scalability of FlashBlade. “Our customers no longer have to worry about their storage at all because the solution is always efficient enough,” said Barazer. “This is a qualitative rather than quantitative improvement. The other advantage is that we can offer them fairly low entry levels for their big-data projects, with the possibility of later increasing their capacities according to the evolution of their needs.”

Thanks to the time saved on storage issues, Oxeva’s customers can spend time on other activities, focus on development and innovation, and gain efficiency on a daily basis. “Some of our customers, who until then hadn’t dared to give up periodic processing and move on to real time, decided to take the plunge thanks to FlashBlade’s high performance and consistency,” said Barazer.

Oxeva, satisfied with its [storage solution for its big-data offer](#), envisions using FlashBlade’s object storage capacities in the future to continue to serve the needs of its customers as well as its internal applications.

[purestorage.com](https://purestorage.com)

800.379.PURE

