PURESTORAGE®
Uncomplicate Data Storage, Forever

SaskTel | Business Solutions

About Customer

SaskTel Business Solutions is a division of Canadian telecom provider SaskTel. Customers across the country rely on its 400+ experts to deliver solutions such as wireless services, cloud hosting, and Internet of Things networking to help them grow.
www.sasktel.com/business

Geo

North America

Industry

Telecommunications

Solution Area

Accelerate Core Applications
Modern Data Protection

Products in Use

Pure FlashArray//X™
Pure Evergreen//One™
Pure1®

SaskTel Connects Businesses to their Community

SaskTel's Business Solutions division powers the companies that make Saskatchewan thrive, helping them connect to their community. Its managed services include world-class infrastructure, cloud hosting, data backup and recovery, plus much more. Over the next five years, SaskTel plans to invest more than $1.5 billion of capital in its network and operations to ensure customers can take full advantage of emerging technologies.

To stay competitive and best serve Saskatchewan's businesses, SaskTel Business Solutions needed to refocus its services and data storage on flexibility and price. It upgraded and simplified its flash storage with Pure, allowing it to pay for the storage it needs while improving data protection for businesses big and small.

> "Pure Evergreen//One means I don't have to worry about paying for 50 terabytes of storage I won't use, knowing I'll never recoup the cost. I get the capacity and performance levels I need to easily match our most complex customer workloads."
>
> **COLE WESELAK,**
> SOLUTION ARCHITECT,
> SASKTEL

Impact on SaskTel Business Solutions

Keeps costs competitive so Saskatchewan's businesses can grow and thrive

Gives businesses peace of mind with improved data recovery and backup

Differentiates its offering with reliable data recovery and backup services

Challenges

Stop overbuying storage, which leads to inflated costs for customers

Deliver fast and reliable services while protecting business' data

Consolidate storage from multiple vendors onto a single flash solution

Results

25% more cost effective storage, with savings passed to customers

Ensures uptime for its managed services so businesses can run uninterrupted

Cuts storage management needs, taking pressure off IT teams

Powering Saskatchewan's businesses with fast, flexible storage

SaskTel Business Solutions prides itself on providing Saskatchewan's small, medium, and enterprise customers with superior services at an affordable price. Industry and public sector companies rely on SaskTel Business Solutions for voice, data and Internet, cloud-based services, security monitoring, and more.

Fast, reliable storage is key to that mission. "Every business that uses our managed services relies on our storage," says Cole Weselak, Solution Architect at SaskTel. "The better it performs, the better they perform."

SaskTel Business Solutions' challenge was that it previously had to overbuy capacity from its vendors to meet customers' needs and avoid downtime. It also used multiple solutions, making storage admin costly and time-consuming.

That changed when SaskTel Business Solutions moved to Pure Storage, replacing arrays from three vendors with a single all-flash solution delivered as a service, which means it only pays for the storage it needs.

Better performance, zero downtime

Pure Storage FlashArray//X delivered via Evergreen//One is 25% more cost effective than alternatives. Combined with non-disruptive upgrades, SaskTel Business Solution services run at all times, and can scale with customer needs on-demand.

Pure handles SaskTel Business Solutions' tier 1 storage, which includes disaster recovery and failover; and tier 2 storage, which runs customers' servers and data, and the cloud hosting environment. SaskTel Business Solutions uses Pure1 for hands-off storage management, and to model and forecast demand.

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Pure has also reduced SaskTel Business Solutions' storage footprint, an IT-led coup for one of Canada's greenest employers.

Data recovery that delivers peace of mind

SaskTel's business customers are now focused on data protection and recovery as they adopt cloud-based platforms like Microsoft 365. With storage snapshots on FlashArray, SaskTel Business Solution has shored up its backup and recovery services, giving customers peace of mind while building a high-growth revenue stream.

"Data loss means revenue loss, reputational damage, or both," says Weselak. "Pure's storage snapshots help us put every customer on an even playing field when it comes to data protection."