

## Industry

- Computer software
- Networking and security
- Enterprise firewall
- Threat detection
- Endpoint protection

## Challenges Resolved

- Underutilized hardware
- Lack of compute elasticity
- Limited scaling agility
- Inability to trade resources

## Business Benefits

- 50% lower hardware cost
- Operational Efficiency
- Faster time-to-market
- DevOps agility

6 Petabytes under active management in a single Robin cluster

Global Networking & Cybersecurity Company gains agility and consolidation for Cloudera, Impala, Kafka, and Druid with ROBIN

## GLOBAL NETWORKING AND CYBERSECURITY LEADER

### Business Challenges

This leader serves more than 50,000 customers across more than 150 countries worldwide. They help their customers protect their most valued data and critical control systems by delivering highly automated, preventive measures against cyberthreats at all stages in the attack lifecycle.

With a full range of cybersecurity products and services, this software company provides technology platforms and solutions to enable customers to protect their enterprise with industry leading firewall, threat detection and prevention, and endpoint protection. As a result, they maintain an IT Infrastructure that processes petabytes of data and billions of security events a day. They were running the following four data analytics clusters.

- Cloudera cluster to process risk analysis for intrusion detection and threat detection
- Second Cloudera + Kudu cluster to develop and test new analytics applications
- Kafka cluster to stream events
- Druid cluster for interactive BI analysis

Their pain points:

- **Dedicated high-performance bare metal servers to process strict SLAs requirements**
- **Resulting hardware underutilization and high hardware cost**
- **Overprovisioning for new deployments and complex scaling processes**

### ROBIN Hyper-Converged Kubernetes Platform

ROBIN is the only purpose-built Kubernetes based solution with the entire application lifecycle management embedded natively into the compute, storage, and network infrastructure stack for any application anywhere (on premises and on public cloud).

As the first implementation of hyper-converged Kubernetes, ROBIN extends Kubernetes for big data, databases, and AI/ML by integrating built-in storage and network for 1-click application lifecycle operations such as deploy, snapshot, clone, scale, patch, upgrade, and migrate for DevOps and IT teams.

With the app-to-spindle QoS guarantee that maximizes application performance, ROBIN is the ONLY product in the industry that can consolidate even most demanding enterprise applications - such as databases and Big Data clusters - without compromising performance or predictability. This customer leveraged Robin's container-based hyperconverged technology to:

- **Consolidate most complex distributed applications such as Cloudera (CDH), Kudu, Kafka, and Druid on shared hardware in minutes.**
- **Decouple compute from storage to achieve scale-out storage & data portability, improve data protection, make applications fault tolerant, and protect applications from server failures.**
- **Dynamically trade resources between clusters with 1-click. Their dev cluster needs more resources during daytime whereas analytic cluster needs more during the night time.**
- **Achieve compute elasticity by deploying compute-only Cloudera clusters that share data across applications and clusters, eliminating unnecessary data duplication.**

## BENEFITS

### Lower hardware cost through consolidation

With ROBIN, the cybersecurity company was able to run multiple big data and analytics workloads on the same infrastructure, while guaranteeing performance isolation. They were able to reduce hardware footprint from 64 servers to 32 servers by consolidating multiple workloads and by deploying dense servers. Their hardware utilization increased from 40% to 90%, maximizing the ROI on their hardware investments and reducing future capital expenditure on hardware.

### Operational efficiency with self-service environment

ROBIN enabled the DevOps and IT teams with self-service provisioning and management through App Store like experience. The provisioning time for new application deployments has decreased from 6 weeks to 15 minutes. Developers now get self-service 1-click application provisioning without creating IT tickets, as long as they don't exceed their assigned resource quotas. The manual delays have been eliminated and the IT team is now free to focus on innovation instead.

### DevOps agility with 1-click scaling and resource trading

Right-sizing deployments can be challenging, which leads to meticulous and time-consuming planning process. With ROBIN, the cybersecurity leader can start small for new deployments and scale as and when needed. Scaling is effortless and quick. This not only saves time during the initial deployment by eliminating meticulous planning, but also provides DevOps the agility to scale at short notice. ROBIN also enables this customer to dynamically trade resources between the development and analytics clusters. The development cluster needs more resources during the daytime to support dev/test teams, and the analytics cluster needs resources during the night to run batch analytics jobs. ROBIN enables this customer to effortlessly trade resources between the two clusters, with simple 1-click operations.

