

CASE STUDY · LEADING U.S. AEROSPACE & DEFENSE MANUFACTURER

6 petabytes to the cloud in two months.

How KELYN, with  AWS and  Commvault, moved a leading aerospace and defense manufacturer off tape and into AWS, without expensive middleware.

6 PB

activated in AWS within two months

95%

of the customer's data moved within 60 days

\$544,811

estimated savings over 5 years (8.8%)

3 FTEs

tape admins freed for other IT work

THE CHALLENGE

High costs, and a hard move to the cloud.

A leading U.S. aerospace and defense manufacturer faced significant data activation and cloud migration challenges, and high costs with its previous vendor. KELYN Technologies stepped in as a capable partner, helping the company launch its digital transformation quickly and become an AWS enterprise customer overnight, by activating an initial six petabytes of data in just two months.



KELYN'S APPROACH

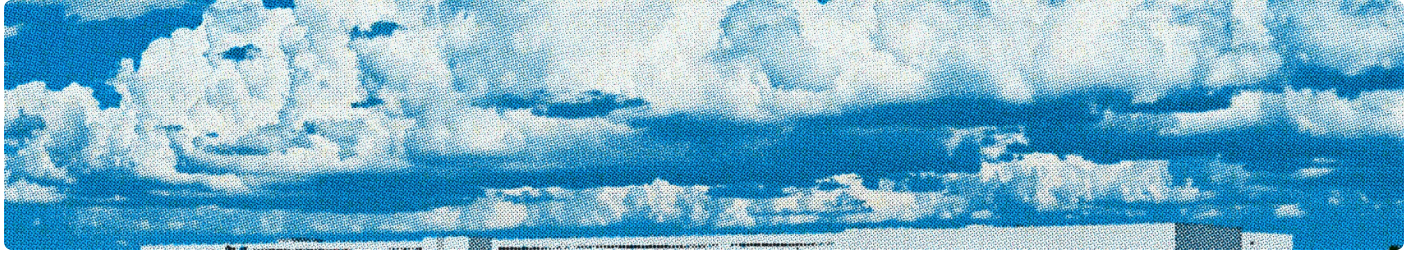
Outcomes over products.

- Rapid deployment**
KELYN started with a proof of concept and moved straight into data transfer, reaching full operation in one month.
- Expertise in action**
95% of the customer's data was moved within 60 days, with the whole project completed shortly after.
- Technical acumen**
Writing data directly from NetApp storage arrays to AWS sped up modernization, cut the customer's costs and freed up resources.
- Customer-centric**
Unlike competitors, KELYN focused on delivering success, not on adding intermediary storage products or extra charges.

IMPACTFUL OUTCOMES

Simpler, cheaper, more capable.

01 Direct to cloud NetApp to AWS transfer with no intermediate storage, cutting complexity, cost and deployment time.	02 Cost efficiency Better AWS pricing, with the customer moved quickly to an enterprise-level account.	03 Enhanced capabilities More sophisticated solutions than first planned, clearing hurdles other vendors struggled with and resolving key pain points.
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RESULTS AT A GLANCE

What changed for the customer.

Speed of deployment

95% of the customer's data was moved to AWS within 60 days.

Client cost savings

Estimated savings of \$544,811 (8.8%) over five years. Three tape admins freed to focus on other IT tasks. Avoided the datacenter space and power that tape expansion would have needed.

Large datasets, rapid growth

4 PB at launch, 6 PB at two months, 10+ PB at twelve months.

Unlocking AWS Marketplace

The customer has since bought three ISV products through AWS Marketplace, for its convenience and ease of use.

Greater capabilities

Moving off expensive legacy systems gave the customer greater access to new technologies and software.

“We're proud of how quickly KELYN and our partners AWS and Commvault came together to deliver a successful outcome for this leading aerospace and defense company. The knowledge and expertise of KELYN's engineering team has proven key to finding solutions where others couldn't. In a short period of time, we were able to help the customer make a complex leap to the cloud, without adding unnecessary and expensive middleware, saving significant time and money.”

KEVIN CRONIN · CO-FOUNDER AND CEO, KELYN TECHNOLOGIES

THE KELYN ADVANTAGE

A proven way into the cloud and AWS.

KELYN's expertise, agility and partnership with AWS and Commvault show a proven track record on intricate technical challenges. By focusing on outcomes rather than products, KELYN drives projects to completion quickly, and onboards customers through technical challenges other vendors struggle with. KELYN Technologies is a trusted provider of data protection and backup and recovery solutions, with a proven ability to bring customers into the cloud and the AWS ecosystem.



LEARN MORE

Find KELYN at kelyntech.com, or on AWS Marketplace.
Scan the code to see Datastor by KELYN on AWS Marketplace.