Savenet Solutions and Murphy Geospatial Store and Secure Geospatial Data with Wasabi

When Murphy Geospatial ran up against cloud storage constraints as consultancy data grew, Savenet Solutions implemented Wasabi as a cost-effective solution for distributed teams across multiple offices and countries to efficiently collaborate on this data.

USE CASE:

- Backup & recovery
- Disaster Recovery
- Active Archiving

INDUSTRY:

- Geospatial

Overview

Murphy Geospatial consultancy collects and collates geospatial data with a team of 300 experts distributed across seven offices and five countries. The company's SAN-based storage architecture and VPN-based transfers couldn't keep up with 1 TB files and 200-300 TBs of new data per year. In collaboration with Savenet managed IT services, Wasabi enables the team to collaborate and share massive files with cost-effective storage and no egress fees.

> *We have found Wasabi to be very reliable and easy to use. It integrates perfectly with CTERA to lower the cost of hot data and eliminate egress fees.*
>
> **— Kieron Goucher,** IT Manager, Murphy Geospatial

Challenges

Previously, Murphy Geospatial was reliant on several SAN appliances deployed across their seven offices. Individual files could be 1 TB in size, and the company generated 200-300 TBs of data per year.

- **Limited storage:** SAN-based storage created a constant cycle of time-consuming and expensive storage upgrades.
- **Slow data transfer:** Bulk data transfer via site-to-site VPNs among seven distributed offices could take a full weekend to complete.
- **Limited disaster recovery:** The company struggled to back up 500-600 TB of constantly changing data.
- **Growth risk:** Limited SAN storage space puts the company at risk of turning away potential customers or delaying onboarding due to insufficient capacity.
- **Unpredictable budgeting:** Storage and backup costs weren't built into project pricing, leaving the IT manager to repeatedly fight the business for storage budget.

> *We use Wasabi as the backend for our backup storage, and WACM lets us see how much each customer is using and costing us.*
>
> **— Lorcan Cunningham,** Founder and CTO, Savenet

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Solutions

Murphy Geospatial worked with Savenet to use CTERA to extend storage capacity for data duplication, backup, and disaster recovery. While CTERA is hosted in Azure and Azure Archive is used for long-term storage, the company selected Wasabi as its object storage backend.

- **Edge-to-cloud connectivity:** CTERA's direct storage connection option allowed data to be stored in Wasabi, with only metadata and archival data being hosted on Azure.
- **Data replication:** Murphy Geospatial's data is natively replicated across Wasabi's Amsterdam and UK regions. This reduces the latency for accessing large datasets and offers backup and disaster recovery capabilities.
- **Zero egress fees:** Wasabi doesn't charge egress fees for data access, allowing data to be downloaded for free to caching gateways deployed in each of the seven distributed offices.
- **Flexible storage capacity:** Wasabi and CTERA are priced into monthly contracts for Murphy Geospatial's customers, allowing them to expand as needed to support new clients.
- **Cost-per-gigabyte pricing model:** Savenet built Murphy Geospatial a cost-per-gigabyte-per-month model that folds in Wasabi, Azure, and managed-service costs, so storage is priced into every project upfront.

> *I think we're saving around 80% on the storage costs, and then we have zero egress fees. We would be looking at maybe $20,000 to $60,000 a year in egress charges without Wasabi.*
>
> **— Lorcan Cunningham,** Founder and CTO, Savenet

> *Wasabi just works. I find it hard to figure out when was the last time I even raised a support ticket."*
>
> **— Lorcan Cunningham,** Founder and CTO, Savenet

Conclusion

By integrating Wasabi as the bulk storage provider, Murphy Geospatial gets the full benefits of CTERA without the cost markup of hyperscaler storage. Predictable pricing with no egress fees allows data to move between sites without relying on slow transfers via site-to-site VPNs.

- **Significant storage cost savings:** Wasabi provides an estimated 80% cost savings versus hyperscaler blob storage for the company's data, resulting in an estimated $500,000 in savings over a three-year period.
- **$20,000-$60,000 annual savings on egress:** Murphy Geospatial saves even more without egress fees for inter-office data transfers.
- **Increased resiliency and performance:** Data is replicated from Wasabi Amsterdam to the UK region, improving disaster recovery and reducing latency for bulk data downloads.
- **Immediate scalability:** Murphy Geospatial was able to immediately take on a large contract after the tender, adding 150-200 TB of annual data, because the platform was built for petabyte-scale.
- **No more budget conflicts:** Storage costs are now embedded in Murphy Geospatial's project pricing, so management and IT no longer have to fight over storage budget.

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