

CASE STUDY

Leading Aerospace & Defense Manufacturer

Challenges Overcome

A leading U.S. Aerospace and Defense Manufacturer faced significant data activation and cloud migration challenges, incurring high costs with the previous vendor. KELYN Technologies emerged as a capable partner, enabling the Aerospace and Defense Company to quickly launch its digital transformation efforts and become an AWS enterprise customer overnight by activating an initial six (6) Petabytes (PBs) of data within a mere two (2) months.



"We're proud with 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,
KELYN Technologies co-founder and CEO



KELYN's Unique Approach

RAPID DEPLOYMENT

KELYN initiated a Proof of Concept and swiftly began data transfer, achieving full operation in just one month.

EXPERTISE IN ACTION

95% of the customer's data was moved within 60 days, with the entire project completed shortly thereafter.

TECHNICAL ACUMEN

KELYN'S proficiency in writing data directly from NetApp storage arrays to AWS expedited the modernization process, reduced customer costs, freeing up more resources.

CUSTOMER-CENTRIC

Unlike competitors, KELYN's focus was on delivering success rather than adding unnecessary intermediary storage products or additional charges.



Impactful Outcomes

DIRECT-TO-CLOUD

Enabled NetApp to AWS data transfer without intermediate storage, slashing complexity, reducing costs and speeding deployment time.

COST EFFICIENCY

Achieved better AWS pricing, transitioning customer to an enterprise-level account swiftly.

ENHANCED CAPABILITIES

Provided more sophisticated solutions than initially anticipated, quickly overcoming hurdles other vendors struggled with while resolving key pain points.

Results At a Glance



SPEED OF DEPLOYMENT

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

CLIENT COST SAVINGS

- Est. savings of \$544,811 (8.8%) over 5 years.
- Freeing up three customer FTEs (Tape Admins) to focus on other IT tasks.
- Cost avoidance of datacenter space and power to support tape expansion.

LARGE DATASETS & RAPID GROWTH

Launch: 4 Petabytes (PBs) | Two months: 6 PBs
12 months: 10+ PBs.

UNLOCKING AWS MARKETPLACE

Customer has since purchased three ISV products through Marketplace due to convenience and ease of use.

GREATER CAPABILITIES

By shifting away from expensive legacy systems, customer now has greater access to new technologies and software



The KELYN Advantage

KELYN's expertise, agility, and partnership with AWS and Commvault demonstrate a proven track record in overcoming intricate technical challenges. By focusing on outcomes rather than products, KELYN quickly drives projects to successful completion, underscoring KELYN's unique ability to successfully onboard customers, despite technical challenges other vendors struggle with. KELYN Technologies is a trusted data protection and backup and recovery solutions provider with a proven ability to quickly usher customers into the cloud and the AWS ecosystem.



Learn more about KELYN at [KELYNTech.com](https://kelyntech.com) — or on the AWS Marketplace [here](#).