

CLOUD TECHNOLOGY SPECIAL

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CIO INSIGHTS

Cloud and SaaS

Security— The Need for a
Comprehensive Approach

Richard A. Spires,
CEO, Learning Tree International,
Former CIO of
US Department of Homeland
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Ramin Beheshti,
CPTO,
Dow Jones

CIO INSIGHTS

CIOs Shouldn't See OpenStack and Public
Clouds as an Either/Or Proposition

Shelton Shugar,
CIO,
Barclaycard [NYSE:BCS-D]

VICTOR CHIANG,
GENERAL MANAGER,
INFOTREND EUROPE LTD

Infotrend

HIGH-PERFORMANCE
CLOUD
GATEWAY

**POWERED
BY AI**

\$15



COVER
STORY

VICTOR CHIANG,
GENERAL MANAGER,
INFORTREND EUROPE LTD



THE ORGANISATION
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Infortrend

HIGH-PERFORMANCE CLOUD GATEWAY *POWERED BY AI*

The concept of artificial intelligence dates back to the Greek myths of golden automatons. The historically fictional nature of AI coaxes us into a natural tendency to see it as an abstract topic—a dream of the future, maybe due to the apprehension of the cost being a hindrance.

Not anymore.

Cloud makes the implementation of AI, cheaper. Notably, the past decade has been a relief for decision-makers fretting over in-house hardware investments to accommodate data expansion—the advent of cloud infrastructure has eased the storage anxieties among CEOs worldwide. However, General Manager of Infortrend Europe Ltd, Victor Chiang, believes that performance, bandwidth and security are a few common cloud infrastructure challenges that enterprises often overlook while choosing to tread the virtualisation path.

Performance, a measure of the current data transfer speed, is significantly dependent on the Internet Service Provider (ISP) and can dampen data migration to the cloud. The complexity of cybersecurity attacks and latency are additional hurdles that organisations should inspect during cloud adoption.

Infotrend’s motive is to help organisations that intend to leverage cloud but have not been able to, exploit the benefits of virtual storage models to the fullest. Most importantly, they aim to assist clients that have overlooked the challenges of virtualisation, overwhelmed by its many benefits. The industry veteran opines that effective utilisation of on-premise private storage infrastructure is necessary, should be widely followed since it is complementary to the cloud, and accelerates local access performance. Chiang adds that the adoption of a hybrid storage model is ideal for any enterprise seeking secure virtual storage and fast access.

The Journey

“Infotrend delivers enterprise-class unified storage that integrates SAN, NAS and cloud gateway to pave the way for a hybrid cloud model that amplifies performance and mitigates the fundamental challenges of cloud adoption,” mentions Chiang. The organisation started its journey as an enterprise storage controller manufacturer and evolved into a holistic cloud solution provider. During its early days, the organisation observed that many of its clients were in pursuit of solutions that helped them store data off-premise and shun private data centres. Although the need for an infrastructure that seamlessly accommodates exponential data growth led to the advent of the cloud, industry veterans faced many issues associated with its utilisation, which many service providers couldn’t mitigate.

EonCloud Gateway—the Storage Game Changer

Infotrend designed a cutting-edge product named EonStor GSc Hybrid Cloud Appliance to streamline cloud deployment and access. It mitigates several cloud utilisation challenges namely slow data access, internet dependency, incompatibility with existing IT environment and a wide range of security concerns.



This unique product, comprising the EonCloud Gateway includes nodes that bridge an enterprise’s existing environment with popular cloud infrastructure supplier such as AWS and Microsoft Azure. Infotrend’s holistic cloud solution suite includes OpenStack, a ubiquitous, open source cloud computing platform, tailored to address the needs of a private cloud data centre. The organisation also renders backup and delivery as well as storage solutions that enable deployment of AI-powered applications seamlessly in a faster and more straightforward manner. One of the pivotal components of the EonStor GSc is a robust dual controller to ensure there’s no single point of failure unlike the products delivered by most cloud solution providers. The hardware of Infotrend’s product suite is



designed to provide high data reliability and agility factors most enterprises look for in vendor firms. Infotrend’s talented team includes in-house design experts and members dedicated towards testing and even manufacturing. Thus, its resource pool empowered with diverse capabilities has been able to accomplish user-friendly data services, performance, scalability as well as after-sales support that adheres with current expectation benchmarks and remains unmatched.

Infotrend’s Unique Client Servicing Approach

Chiang illustrates the capabilities of his firm better by stating the example of a client belonging to the surveillance domain. The desired solution was a storage mechanism that captures and uploads the footage recorded at every junction of the road. The solution was targeted at end users who frequently uploaded data to control centres, which eventually had to be synchronized with the cloud. Empowered with AI and analytics capabilities that help users derive useful insights from their data volumes, EonStor GSc could effectively accomplish the client’s demands. By devising this solution, Infotrend also sets an example to prove how a hybrid storage model can be useful in meeting an organisation’s storage needs. The myriad benefits experienced by the client as a result of the implementation were an enhancement in performance and easy

synchronisation with cloud among many others.

Generally, the organisation implements a proof-of-concept prototype on the client’s premise and adds more capabilities to the solution over a series of iterations, rather than adhere to a big bang approach.

The firm’s dedicated team of engineers and R&D experts work with clients in an agile fashion and support future upgrades effortlessly. The organisation has also left no stone unturned to ensure that the storage solutions being offered are futuristic and can seamlessly integrate the latest hardware components. For instance, if the organisation has been utilising 10GbE optic cables for a long time and intends to shun them to make way for 100 GbE ones eventually, Infotrend’s solutions can seamlessly accommodate the change. There have been numerous instances of a host provider’s adapter being upgraded for better speed, and EonStor GSc has been accommodative, which makes it much more reliable compared to the other platforms available today. The benefit of the EonCloud Gateway is that it facilitates virtual storage with the several

advantages associated with private data centres. EonStor GSc on-premise storage service allows faster access since vital data is accessible with access control, over a local network.

Similarly, since the storage is confined to a closed network and not widely available to the public, the data is far more secure as compared to other public storage platforms. EonStor GSc is designed considering the common need of most organisations to capitalise on the myriad benefits of both on-premise as well as off-premise storage. As far as on-premise is concerned, EonStor GSc can be installed as a hardware appliance in a tiny server room inside a building and simultaneously also establish a connection with a cloud supplier(?).

Over the past 25 years, the organization has successfully addressed the needs of government, education, finance, media and entertainment, and surveillance as well as healthcare realms. Apart from striving to deliver sophisticated cloud solutions and adhering to client demands, Infotrend also ensures its products comply with global benchmarks as well as the environment and health and safety guidelines.

The Path Ahead

Infotrend has partnered with several renowned organisations world over. The organisation’s alliance partners are mostly leading-edge component suppliers, and vertical market application software vendors. To keep pace with exponential data growth, Infotrend plans to enhance its cloud connect data services and devise a long-term data retention policy in the days to come. To mitigate the challenges posed by data growth, the company is relentlessly working towards the enhancement of compression and data deduplication algorithms. The organisation’s talented resource pool comprises research and development teams exclusively engrossed with tasks such as SSD read caching and devising better data protection mechanisms.

Infotrend have been consistently listed on Gartner’s past few Magic Quadrant reports, which bears testimony to the rapid strides they have made in a short period. “We’ll put our best foot forward to enhance EonCloud Gateway further to help our clients extract the benefits of the cloud infrastructure in the days to come. The next few months will also see Infotrend collaborate with potential partner firms to deliver holistic surveillance solutions,” adds Chiang, revealing the company’s vision for the future. Infotrend also aims to introduce other storage products to the market quite soon, which will be additions to its existing suite and devise new ways to bridge local storage appliances with the cloud infrastructure. As far as geographic expansion plans are concerned, the company intends to establish its footprint across Europe and the EMEA region in the days to come. Infotrend recently opened an office in Germany, which seems to be the first sign of its planned expansion spree. **CA**