

On-premise **Cloud Storage** for **VOD** and **Broadcast Workflows** with Flexibility and Predictable Costs

Background and Relationship

Stream Station provides solutions for businesses and organizations that have unique communications needs. Stream Station understands the broadcast industry and has the know how to navigate new technology and Cloud applications pertinent to executive communications with Fortune 100 companies. Stream Station partners up with Viking Enterprise Solutions and other ecosystem vendors to provide reliable, secure, scalable, simple and comprehensive anytime and anywhere content access offerings for its customers. This is a first of its kind deployment for Stream Station and most streaming providers in the broadcast media space. Stream Station manages well over 20PB data transport each year, focusing on major sports, large enterprise communication departments and large non-profit organizations.

Challenges

- Data sprawl where massive amount of unstructured data are created everyday
- Customer's content control and compliant requirement
- Increasing recurrent cloud storage costs
- Multi-vendors cloud storage strategy requires greater effort and skills/resources to manage and integrate

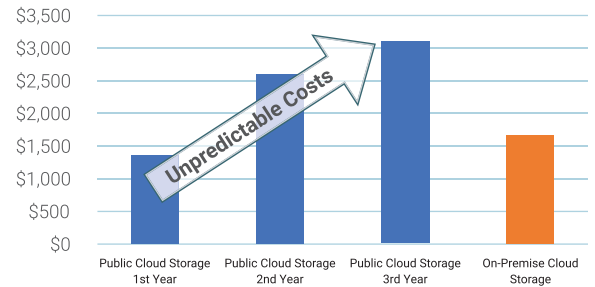
Solution

Viking Enterprise Solutions, Cloud Native Obsidian on-premise storage solution provides Stream Station with an economical storage alternative. As a public cloud customer, Stream Station experienced the uncontrollable cost to outsource VOD storage to a public cloud provider or Online Video Platform, which uses the Public Cloud. Public Cloud storage creates a lack of ownership and lack of control and customers are demanding 100% control of their content. With CNO on-premise cloud storage solution, Stream Station now has a predictable cost for cloud storage usage with local performance and control/compliance of the data, for their VOD and broadcast workflows. CNO on-premise cloud-enabled storage solution is so flexible that Stream Station can architect comprehensive broadcast solutions using multi-vendor products to form robust offerings for its customers. Furthermore, the US based product design, manufacture and support from a Fortune 500 company like Viking Enterprise Solutions, a Sanmina division, provides the confidence to go-to-market together. The solution is also 100% backed up in the public cloud environment, so if the on-premise storage solution ever goes offline, the public cloud solution serves a warm spare.

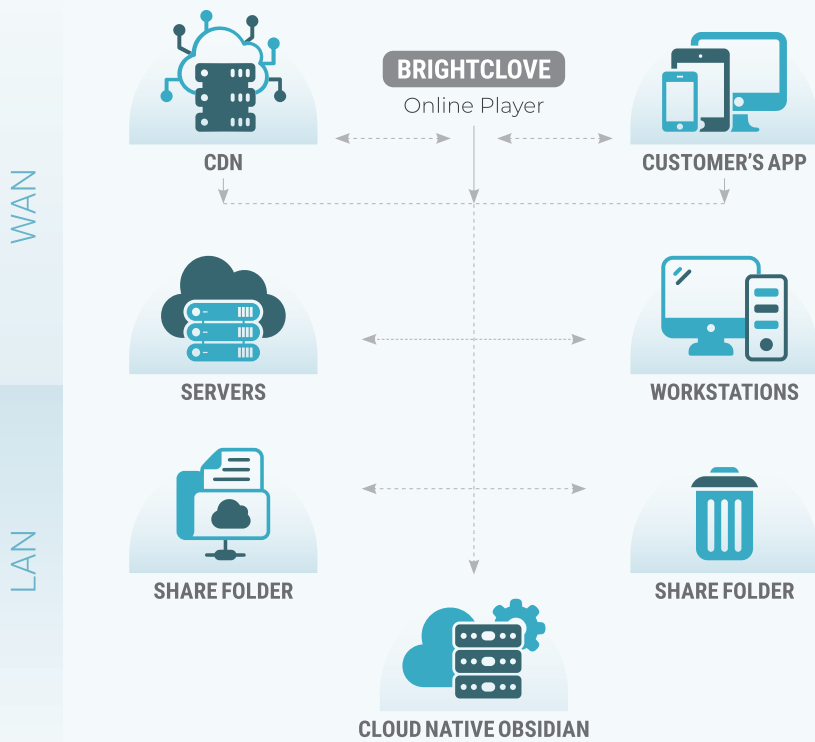
Business Benefits and Results

- Unified file service provisioning allowed Stream Station to eliminate the need for multiple storage products
- Predictable costs of storage due to unstructured data sprawl and an overall savings after only 36 months
- Cloud Native Obsidian distributed resiliency architecture provides maximum uptime
- Secured with immutable object locking support to prevent ransomware threats
- Future proofing with simple bottomless scalability by expanding using approved new hardware generations

Monthly Storage Cost



Based on a 130TB usable capacity over three years period calculation



Cloud Native Obsidian (CNO) is a comprehensive, on-premise cloud storage solution based on Cloud Native architecture.

- Provides the durability, scalability and fault tolerance for today's always-on data center.
- Optimized with multi-protocol support, it provides the flexibility to deploy across many of the most demanding IT use cases.
- It's simple storage management makes the adoption of cloud-native services pain-free while letting you focus on your business strategy and achieving faster time to market for your storage solutions.
- Provides local storage capacity with lower latency performance and no complicated storage tiers, when comparing to Cloud based storage.

"The CNO solution provides the flexibility, reliability and cost-efficiency that is required by high-valued content providers and global broadcasters. Also, CNO has given us the ability to provide our customers with transparent pricing that can fit their budget for cloud storage, with the reliability of a large public cloud provider." **Chip Pettit, President, Stream Station Inc.**

"Cloud Native Obsidian brings a unique simplification to supporting S3 and NAS in the same appliance. This allowed Stream Station to implement a simple and scalable cloud storage solution with a predictable cost structure. We look forward to working with Stream Station as they scale their offering." **Rick Kumar, Senior Vice President, Viking Enterprise Solutions**

Viking Enterprise Solutions (VES) designs, manufactures, and sells leading edge storage solutions for datacenters and enterprise markets. VES has over 25+ years of OEM design expertise in the high-performance, high-density server & storage marketplace with strategic partnership alignment to major Cloud Service Providers (CSPs). As a product division of Sanmina, a fortune 500 global company, VES is uniquely positioned to provide end-to-end hardware design and order fulfillment at a global scale with over 70+ global manufacturing locations worldwide. VES is a key supplier and strategic partner to some of the top 10 CSPs in the world, providing unrivaled expertise and support.