DirectShare

Direct Collaboration File Sharing

Technical & Business Application Case Study

Nimble Storage Ditches Sync & Share Platform, Deploys DirectShare by Cloudtenna to Secure Board Collaboration, Supercharge Transatlantic File Transfers

Document Revision

Date	Revision	Description (co-authors)
02/19/2016	1.0	Initial Release (Christian Petrou, Mitch Crane)

Table of Contents

About Nimble Storage

Nimble Storage (NYSE: NMBL) is redefining the storage market with its Adaptive Flash platform. Nimble's flash storage solutions enable the consolidation of all workloads and eliminate storage silos by providing enterprises with significant improvements in application performance and storage capacity. At the same time, Nimble delivers superior data protection, while simplifying business operations and lowering costs. At the core of the Adaptive Flash platform is the patented Cache Accelerated Sequential Layout (CASL) architecture and InfoSight, an automated, cloud-based management and support system that maintains storage system peak health. More than 6,800 enterprises, governments, and service providers have deployed Nimble's flash storage solutions across more than 50 countries.

A Box Full of Problems

In late 2014, Huy Ly, IT Director for Nimble Storage, found himself at a crossroads: Nimble's enterprise account with a well-known sync and share provider, which Huy had inherited from his predecessor, was up for renewal. Huy had already decided to test other platforms for internal and external collaboration in his iSCSi storage environment, because of the known security flaws associated with third-party cloud deployments, as well as the profound difficulty Nimble's compliance team faced with documentation of multiple versions of files residing across the cloud platform's private user accounts.

Among a wide variety of use cases, Nimble had been utilizing the sync and share solution to conduct Board meetings, but Board documentation was difficult to secure and sync. Administrator settings could not even placed on individual files, meaning, for example, that Board members who should only have access to Operations could just as easily gain access to the files meant only for those on the Accounting Subcommittee. Third parties at the sync and share provider and their partner datacenters also had access to Nimble's most sensitive files, further complicating the security and collaboration landscape for the company.

A Nimble Solution: DirectShare

Considering multiple options for collaboration, Huy met with the Cloudtenna team to learn more about the company's flagship DirectShare product. It was decided that the product be utilized first to secure and standardize the company's Board meetings.

The granular control and behind-the-firewall security offered by DirectShare meant that concerns over Shadow IT associated with the use of cloud-based storage platforms were eliminated. All Board Members were given company email accounts and active user status. They simply signed into DirectShare via their established Windows Active Directory login credentials, and a co-

branded, Nimble/DirectShare logo was the only thing told them that changes had been made to their platform -- that and the significantly increased ease of use.

IT administrators can also easily control and filter permissions through standard Windows practices, and they are automatically reflected in DirectShare. Today, all Board members walk into the meeting and are handed an iPad with only their files available to access. Any files or folders they were not privy to see are now invisible, meaning that curiosity over what's in the CEO's folder labeled "For CEO Only" doesn't prove cause for Board speculation.

The seamless integration into a familiar Windows operating environment proved an instant hit with the Nimble Board and the Nimble IT team, and DirectShare has now been in use for more than a year for collaboration on Nimble Board Meetings.

Traction and Momentum: Nimble Utilizes DirectShare Rapid File Transfer

After the successful Board deployment, Huy decided to see where he could deploy the solution in other capacities. His IT team in San Jose, CA, had been using outdated VPN to transfer large software service packs between those headquarters and the London field offices. The time consuming upgrades and patches to software from providers like Microsoft and Adobe could take four-to-five hours to transfer. Worse still, a VPN connection could die at any time throughout the process, resulting in having to start the long transfer over.

A full convert to the behind-the-firewall security of DirectShare, Huy had already decided against file transfer solutions like Aspera, because they utilize the cloud and therefore expose the company's sensitive data to third parties through cloud file transfers. In addition, those technologies rely on compression strategies that are often rendered useless when exchanging large files that are already compressed, and they require the recipient to install download software or browser plugins – one more thing for IT to manage.

But the Direct File Collaboration Share (DirectCFS) software at the core of DirectShare has enabled Huy to simply send guest links to transfer the massive files without the need for inconsistent VPN or upload or sync to the cloud, saving valuable production time and increasing productivity and security. His overseas team now simply clicks a link in a standard web browser, and enters a password to download the massive files seamlessly. Users across Nimble's organization now log into the DirectShare Apps using existing Windows username and password. They then continue to work and save files to network folders like they normally do.

They gained the ability to:

- Quickly find and share the files they need to send using the DirectShare web interface or mobile apps;
- Create a shared link, send to their recipient and files are immediately available, securely from Nimble's internal iSCSI storage and Windows File Servers;
- Enable guests to receive secure links without any additional software or changes to IT infrastructure.

By entirely eliminating the need for uploads, by far the most time-consuming element of the file-share process, the DirectCFS software layer quickly enabled speeds up to 10x faster than traditional solutions previously used. DirectShare also eliminated the potential security hazards associated with file transfer solutions like Aspera by never uploading the files into the cloud.

With DirectShare, the inconsistent, four-to-five-hour-plus file transfer was reduced to 20-30 uninterrupted minutes[1]. Internally, Nimble is now using DirectShare as a collaboration tool to resolve all issues with any software updates before deploying them across the company's entire network.

Higher Learning: DirectShare Introduced for Nimble University

Randy Hopkins, Vice President of Sales Engineering at Nimble, is responsible for Nimble University, the company's training program used internally to educate new hires and externally for Value Added Resellers (VARs) and Nimble customers. Randy accidentally discovered during a separate demo that his Nimble University team had already taken up use of DirectShare to quickly collaborate on their largest training material packets.

In addition, Randy found that much of his team was deploying DirectShare to sync and collaborate during times when offline access to files is important. DirectShare offers a Desktop Sync feature for those who are temporarily unable to access an internet connection. The feature simulates Microsoft's Roaming Profiles, and wouldn't necessarily be a stand-out bell or whistle, except that Nimble's choose-your-own-device policies means that Nimble has a roughly 50/50 mix of Mac and Windows users, with some Linux users thrown into the mix. This means less than half of its workers can utilize the Roaming Profile feature offered by Microsoft.

The DirectShare feature made it possible for Randy's team to uniformly have offline access to all file types and collaborate regardless of what operating system an individual user may have deployed, or whether that user is working on a plane or deep in a customer datacenter without Wi-Fi or internet access.

Randy has since begun to drive new use cases for DirectShare with internal and external stakeholders, finding the best way to utilize it with all the new features and options, before utilizing DirectShare more fully with the wider Sales Engineering and Nimble University community.

If you'd like to see our complete guide on DirectShare deployments for iSCSi environments, go to https://www.DirectShare.com/down *To register for a DirectShare free trial, go to* https://www.DirectShare.com *and learn more about the DirectShare solution from Cloudtenna. Follow DirectShare by Cloudtenna on* [LinkedIn](#) *and Twitter* [@cloudtenna](#)*.*

[1]Based on approximately 2GB file size.

About DirectShare by Cloudtenna
Cloudtenna is a leading provider of rapid file transfer and collaboration solutions designed from the ground up to accelerate the delivery of large files. Cloudtenna's DirectShare software platform, based on its core technology, Direct Collaboration File Share (DirectCFS), optimizes and speeds data transfers by up to 10x or more compared with traditional solutions. Workforces get ultra-fast file transfers with total mobility and cloud-like data access, as well as collaboration and sync features that are proven to work with their largest files. In addition, DirectShare integrates seamlessly with established workflows and tools without requiring additional hardware or data migration. IT organizations retain full control over the security and regulatory compliance for their company's sensitive data assets, inside their firewall, with zero touch from any third parties, making DirectShare from Cloudtenna one of the most secure solutions for the transfer of and collaboration on large files.

CLOUDTENNA

Cloudtenna, Inc.
440 N Wolfe Rd, Sunnyvale, CA 94085
Tel: 415-365-0043 | www.cloudtenna.com | info@cloudtenna.com