



## Nonprofit Network Provider OSHEAN Partners up for Affordable, Scalable Cloud Services

OSHEAN, a nonprofit network services collaborative of Rhode Island community institutions, needed a cloud services platform that would seamlessly extend its members' VMware-based IT environments, without the cost and complexity of internal development. Partnering with NaviSite, a VMware vCloud® Air™ Network Service Provider, OSHEAN merged its own Beacon 2.0 fiber optic network with NaviSite's enterprise-class infrastructure cloud service platform, NaviCloud Director, to deliver a comprehensive service offering.

Ocean State Higher Education Economic Development and Administrative Network, or OSHEAN, provides a coalition of 150 Rhode Island colleges, universities, hospitals, libraries, K-12 schools, government agencies, and other community anchor institutions with innovative Internet-based technology solutions. Its Beacon 2.0 network is a 400Gbps-capable network with more than 550 miles of fiber optic cable.

### The Challenge

When OSHEAN's members began asking whether the firm might add various types of cloud services to its core network offerings, managers set out to explore their options for acquiring the necessary infrastructure. They briefly considered building a cloud platform of their own but quickly realized that, given the required scale, the capital and operating costs would exceed their capabilities. Instead, they began the search for a suitable partner.

In addition to the normal technical requirements for an enterprise-class service provider, OSHEAN's search criteria included the following:

- Flexible business approach that specifically included a willingness to marry OSHEAN's network services with the partner's cloud services in an integrated offering tailored to the needs of OSHEAN members
- Geographic location conducive to the delivery of both disaster recovery and primary compute services
- VMware-based technology platform that would natively support and extend the virtualized environments that many OSHEAN members are utilizing

### The Solution

OSHEAN found its cloud partner in NaviSite, a Time Warner Cable Company and a leading international provider of enterprise-class managed hosting, application, and cloud services. NaviSite's network of state-of-the-art data centers includes a robust facility in Andover, Massachusetts, which has never experienced a service outage since opening in 1999 and is ideally situated for direct access via an OSHEAN 10Gbps circuit.

### INDUSTRY

Network services

### LOCATION

North Kingstown, Rhode Island

### KEY CHALLENGES

- Access an enterprise-class cloud service infrastructure without a large capital investment.
- Seamlessly extend the VMware-based environments of member institutions.
- Quickly deploy a wide range of cloud-based services.

### SOLUTION

Instead of building an expensive, unscalable cloud infrastructure of its own, OSHEAN partnered with NaviSite, a VMware vCloud Air Network Service Provider, marrying the OSHEAN optical network with NaviSite's cloud infrastructure based on VMware technology.

### BUSINESS BENEFITS

- Avoided a large-scale development project and major capital investment
- Enabled the development of hybrid service architectures with a common technology platform
- Quickly and affordably deployed a wide range of cloud-based services

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- Dave Marble,  
CEO,  
OSHEAN

## VMWARE FOOTPRINT

- VMware vCloud Air Network

NaviSite is a member of the VMware vCloud Air Network and a longtime VMware partner. “As a provider of managed hosting services, we’ve used VMware technology since the very early days of virtualization,” says NaviSite CTO Dave Grimes. “As we moved into the cloud space, that partnership became even more significant, and it continues to grow today.”

NaviSite also proved to be a flexible and collaborative business partner. The agreement between NaviSite and OSHEAN allows the network operator to offer a diverse suite of new services over its Beacon 2.0 infrastructure, including a virtual private cloud solution that combines a state-of-the-art fiber optic and IP services network with a world-class cloud infrastructure. OSHEAN members can access premier cloud services while maintaining the performance, compatibility, and security of their shared network. The many benefits of this arrangement include a single point of contact for all network and cloud services maintenance.

Other attributes that helped seal the partnership include NaviSite’s unparalleled service-level agreements, extensive industry compliance experience, multipronged enterprise-level security architecture, and affordable usage-based billing and consortium-level pricing agreements.

## Business Results and Benefits

By partnering with an established cloud service provider rather than attempting to build a service infrastructure of its own, OSHEAN gained immediate access to a cloud-scale service platform while avoiding both a large capital expense and the associated operating and maintenance burdens.

“Our move to NaviSite addressed the issue we had of building something ourselves that wouldn’t scale,” says OSHEAN CEO Dave Marble. “NaviSite’s VMware based cloud had the scale that we were looking for right out of the gate, and now it’s helping us address our multitenant architecture. For us, a tenant can be somebody as big as Brown University or the Rhode Island state government. So NaviSite’s scale is critical in dealing with those kinds of institutions.”

The NaviSite partnership also made a diverse range of services immediately available to OSHEAN members with no delay for internal development. In short order, members were using cloud-based desktops as a service, infrastructure as a service, storage as a service, and disaster recovery as a service. Also, NaviSite’s broad service offering added managed hosting and application services to the available options for IT resource sourcing. And NaviSite’s diversity coupled with its VMware technology stack opened the door to a wide range of hybrid service architectures. “What we’re finding with most of our members is that some mixture of running services in their own shops combined with some measure of collocation or cloud services allows everyone to find their own sweet spot,” Marble explains. “The NaviCloud Director platform [based on VMware vCloud Director® technology] makes it easy to self-provision exactly the resources you need, as you need them. In my estimation, that is the very definition of hybrid.”

## Looking Ahead

Marble believes that the future of cloud services at OSHEAN will be determined by innovation among its members. “We’re finding a lot of unique applications; and in each case, we try to carve out a good architectural story and then replicate it across our membership. They talk to each other all the time, and they replicate best practices. It’s a very tight community.”

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