



CUSTOMER STORY

Powering growth and resilience for a leading oil and gas company



A scalable, cost-effective hybrid IT solution for performance and long-term expansion

Flexential solution portfolio



Data Protection



Cloud

Flexential partnership highlights

- Migrated production VMs from on-premises infrastructure to Flexential Multi-tenant Cloud, improving scalability and eliminating hardware lifecycle constraints
- Implemented Disaster Recovery as a Service (DRaaS) with a fully validated recovery environment and tested failover capabilities
- CAPEX to OPEX: Transitioned from capital-intensive infrastructure investments to a more predictable operating expense model

Overview

A rapidly growing oil and gas company was facing mounting infrastructure strain as its production environment expanded. Aging hardware, limited scalability, and the absence of a disaster recovery (DR) site introduced operational risk at a time when reliability and uptime were critical.

To modernize its environment and build a foundation for future growth, the company partnered with **Flexential** to transition from a capital-intensive hardware model to a scalable, hybrid IT solution designed for resilience, performance, and long-term expansion.

The challenge

As the organization grew, its legacy infrastructure struggled to keep pace. The company was operating within an overstretched production environment, relying on aging hardware that required continuous management and forecasting.

Key challenges included:

- No secondary site for Disaster Recovery
- Hardware lifecycle management consuming time and capital
- Increased risk due to lack of failover capabilities
- Limited flexibility to support expanding data and VM requirements

Operating without a validated failover plan was no longer acceptable. The company needed to eliminate infrastructure risk while enabling sustainable growth.



We chose Flexential not only for their technical capabilities but because of their people; the transparency and partnership we felt during the sales process gave us the confidence to move from a capital-heavy hardware model to a scalable, hybrid IT environment.”

CIO
Oil & Gas Company

The solution

The company selected **Flexential** not only for its technical capabilities but for the partnership demonstrated throughout the sales and planning process. Transparency, responsiveness, and a collaborative approach gave the team confidence to shift away from a capital-heavy hardware model.

Flexential delivered a scalable hybrid IT environment designed to:

- Support all production virtual machines (VMs) within a scalable, hosted cloud environment without disruption
- Establish and validate a fully functional Disaster Recovery environment with tested failover capabilities
- Provide secure, reliable connectivity between production and corporate environments via VPN and validated network configuration
- Eliminate hardware lifecycle management and capacity planning requirements associated with on-premises infrastructure
- Enable flexible scaling to support continued data growth and expanding workload demands

Implementation

The implementation process was seamless and error-free from start to finish. Proactive communication from the Flexential team ensured alignment at every stage, keeping the project on track and minimizing operational disruption. Thorough testing was completed before production cutover to ensure business requirements were met and to confirm Verified Edge Connectivity and VPN tunnels to corporate offices were steady and configured properly.



The implementation was entirely seamless and error-free from start to finish. The team's proactive communication kept me updated at every stage of the process."

CIO
Oil & Gas Company

The results

The success of the implementation was measurable and immediate:

- **100% production uptime during migration:** All VMs remained fully operational
- **Zero data integrity issues:** No errors or data loss occurred
- **Fully validated Disaster Recovery site:** The DR environment powered up seamlessly and passed all functional testing
- **Improved redundancy and failover readiness**

The organization now operates with confidence, knowing its systems are stable in production and fully redundant if failover is required.

Beyond technical performance, the partnership has delivered operational peace of mind. By moving to a scalable hybrid model, the company has reduced infrastructure risk while gaining a flexible foundation that can adapt to evolving application demands and the steady accumulation of mission-critical data.

Looking ahead

With data footprints and VM requirements expected to continue expanding, the company designed its environment with a growth-first mindset. Rather than planning for reduction, leadership can focus on building a flexible infrastructure capable of scaling upward as needed.

Through its partnership with Flexential, the company has gained more than a service provider; it has secured a resilient, scalable foundation that supports operational excellence today and positions the organization for sustained growth tomorrow.

Eliminate infrastructure risk and scale with confidence
with a proven hybrid cloud and DR strategy

Explore our full suite of data protection and cloud solutions →

