



# Media & Entertainment

## Qumulo's Modern Scale-Out Storage Helps Eight Solutions See Data in a New Dimension

Media technology company, Eight Solutions, transitions to Qumulo's modern scale-out storage to accommodate growing capacity, throughput and analytics needs, finding that everything about Qumulo just screams 'we listen.'

### Behind the Eight Ball: The High Cost of Storage

Eight Solutions (TSXV:ES) is a media technology provider in Vancouver, British Columbia, known for its proprietary Cumul8 data visualization, workflow and conversion software, that targets entertainment and digital media, manufacturing (forestry and aerospace), hospitality industry and other markets. Eight Solutions' 3D stereoscopic conversion technology in particular is best known through its 3D conversion of such movies as Maleficent, Godzilla, 300: Rise of an Empire, and The Amazing Spider-Man amongst other recent blockbuster films.

As Eight Solutions expands its emphasis on big data solutions, it needed to not only grow its own storage capacity and performance, but also create an internal software development environment for testing, workflow modeling, etc. – one that specifically mimics the same type of storage environment used by its customers. That required a need for scale-out storage, so naturally Eight Solutions first looked to the Isilon platform the team had originally chosen years before for its original 3D conversion studio.

But Eight Solutions quickly uncovered a problem: legacy scale-out NAS solutions require a sizable initial deployment with significant up-front capital investment and then charge additional fees for added functionality.

"Cost is a huge factor for any smaller company," says Jason Navarro, IT manager for Eight Solutions. "The cost of buy-in for legacy scale-out NAS is very high, and everything is generally a licensable feature or add-on cost. While that was understandable when this market was new, I believe the market should have evolved to keep pace with changing needs and investment requirements."

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Moreover, as Eight Solutions looked at various scale-out solutions, the team quickly realized it was hard to see the differentiation in claims about scalable capacity and performance. At some point all vendors started to sound alike.

All, that is, except for Qumulo.



### Solution Overview

- 6 Qumulo QC24 Hybrid Storage Appliances
- NFS, SMB and REST protocols
- Qumulo Care enterprise support

### Key Benefits for Eight Solutions

- Slashes costs thanks to pay-as-you-go scalability and all-inclusive software subscription model
- Delivers exceptional performance even at smaller scale
- Creates data insight through real-time visibility into data usage
- Integrates with other software systems thanks to customizable REST-API
- Simplifies implementation and provides complete transparency on feature roadmap
- Expands support communication and community with Slack and GitHub

## An Architecture That Unlocks the Power of Data

Qumulo offers a modern approach to scale-out storage, delivering fast, flexible and highly scalable storage together with the real-time analytics necessary for visibility into data usage and performance at petabyte scale.

Eight Solutions saw in Qumulo a kindred spirit, as both companies work hard to allow customers to strategically unlock the potential of data. Navarro quickly realized that Qumulo's data analytics would not only give his team a better understanding of how its own storage was being used, but thanks to Qumulo's REST-API, Eight Solutions could integrate that visibility into its Cumul8 software to provide customers with a whole new level of data insight.

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“I see huge value in the Qumulo analytics,” says Navarro, “and it’s insight that I can’t get anywhere else. As soon as I heard about Qumulo, I knew I wanted it.”

Qumulo also exceeded Eight Solution’s performance expectations — specifically, on the single-stream threading that was important for Eight Solutions’ particular use case. “I ran performance tests, and Qumulo was right at the top of the list,” notes Navarro. “The performance it delivered was outstanding.”

Even better, Eight Solutions found all of the power that Qumulo offered was affordable. Qumulo is designed around a ‘pay-as-you-grow’ strategy that allows for easy scalability in both system and cost. “For me, a software subscription-based model works really well. With Qumulo I can start small, linearly add nodes as I need, and all of the functionality and enhancements are just included,” Navarro says.

## Qumulo’s Results Earn Rave Reviews

Since installing its Qumulo QC24 cluster, Navarro and his team have found the system fits perfectly within the Eight Solutions environment. In particular, as a small team with members wearing multiple hats, it was important that everything from installation to usability and maintenance be as simple and straightforward as possible.

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Qumulo’s data analytics have been a real boon for Navarro’s team, giving them insight into data, capacity and performance—usage across all the various business groups under the Eight Solutions umbrella. Navarro also values the emphasis on simplicity in the analytics dashboard, with its clean and modern interface that provides a wealth of insight right out of the box, and easy customization to show only the most relevant data and reports.

But beyond just satisfaction with the Qumulo storage cluster itself, Navarro has been pleasantly surprised by his experience with the Qumulo Care team, which is readily available whenever needed.

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Qumulo extends this accessibility by encouraging customers to plug into its internal Slack communication platform and leverage its new GitHub community to find and post third-party enhancements – Navarro has already taken advantage of both. That same openness also extends to the insight Navarro gets on where Qumulo is headed and how quickly it will get there.

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“Qumulo has been very straight-forward and up-front about its roadmap. And for me the biggest thing was that whenever they said something was coming, it actually happened. Over the two years we’ve been engaged with Qumulo, they’ve hit their targets every single time,” he says.

Eight Solutions has continued to expand its system with the addition of new Qumulo nodes, and is now looking at how it can integrate the Qumulo REST API into its own data workflow and visualization solutions to show customers what they can do with smart storage.

Ultimately Eight Solutions has found that Qumulo is ideally designed for a modern IT environment.

“Qumulo is adapted to the new world of mobile and cloud and SaaS, building not just the technology but also its business practices from the ground up to suit that environment,” observes Navarro. “To be honest, everything about Qumulo just screams ‘we listen.’”

Eight Solutions Inc. (“Eight”) is a media technology company led by a team of gaming industry veterans, experienced in combining art and science to deliver disruptive solutions in high growth industries. Eight is located in Vancouver, British Columbia.

