



SUCCESS STORY
Real Estate



ROHIT GROUP | PROBLEM SOLVED

Rohit Group transitioned to a cloud-based solution in AWS in just 15 days with NetApp cloud solutions. The company's new-found digital agility and scalability are paving the way for business growth and expansion into new geographies.

Rohit Group Builds Business Agility with Move to the Cloud

Edmonton, Alberta based Rohit Group set its sights on expanding its 30-year-old real estate business across North America. The organization migrated its physical on-premises infrastructure to AWS in a mere 15 days with NetApp® ONTAP® Cloud for AWS. The transformation is giving employees and suppliers access to data and insights faster than ever before and is helping the company to realize its growth strategy by using a shared services model.

Migrated on-premises
infrastructure
to AWS in just

15 days

Expanded business into

**new
geographies**

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“ONTAP Cloud for AWS is so stable, and the infrastructure is so much easier to manage. Being in the cloud has given us the agility and scalability we need to grow.”

Chirag Patel
Senior Cloud Infrastructure Engineer, Rohit Group

Since 1986, Rohit Group's entrepreneurial spirit has driven continuous evolution of its real-estate business. Since its early days as a small home builder in Western Canada, the company has grown into a diversified organization with operations in home building, land development, commercial properties, and real-estate lending and investing.

Dr. Adil Kodian, vice president of Rohit Group, had a vision for the company: transcend the limits of traditional brick and mortar business and become North America's first fully online real-estate ecosystem. “To realize this vision, we needed a shared services model that could anticipate and support the shifting needs of the business,” says Deepak Verma, project manager at Rohit Group. “Innovation and a creative philosophy give us a competitive edge and position us to lead a traditional industry.”

After years of steady success in Edmonton, the company looked to expand into new regions. Their plans were stifled, however, as the company experienced challenges

in keeping up with data growth and hardware upgrades in its existing infrastructure. “Going into a new market would quadruple our data in the next 5 to 7 years,” explains Chirag Patel, senior cloud infrastructure engineer at Rohit Group. “We knew we wouldn't be able to keep up if we didn't modernize.” Rohit Group needed a scalable IT infrastructure to support growth and avoid a siloed data environment that could emerge with regional expansion.

During this time, Rohit Group had watched the AWS cloud space mature. “We realized that cloud was the way to get the scale of a large company and the agility to act quickly,” says Patel. As they explored options on Amazon Marketplace, NetApp came up as a storage resource option. When they clicked the link, a chat window popped up and Ori Tabachnik, NetApp cloud architect, asked, “How can I help?” After seeing a demo 2 days later, Rohit Group felt confident that NetApp could address their challenge, and the company decided to migrate to NetApp ONTAP Cloud for AWS.

15 DAYS TO CLOUD MIGRATION

After testing the solution for just 15 days, the company seamlessly migrated its on-premises data to the AWS cloud.

“The simplicity of the system made so much sense to us,” explains Verma. “All of the testing went smoothly, and we were going to get so much value from the ONTAP features that we decided to migrate just 15 days into our 30-day trial.”

ELIMINATING THE EXPENSE OF A NEW DATA CENTER

Managing storage resources is easier than ever before. According to Patel, “ONTAP Cloud for AWS has given us a one-stop solution. We can increase or decrease our network drive sizes and maintain security from a single window. From that same window, we can replicate a drive, take snapshots, and build in scheduling.”

Disaster recovery challenges are also a thing of the past. “Before, we would have had to build another data center. Now, we don't have that limitation,” says Verma.

“Snapshot scheduling enables us to store the data at a different location, power up the server from anywhere.”

AGILITY CLEARS THE WAY FOR COMPANY GROWTH

The cloud solution eliminated data barriers for Rohit Group employees and suppliers. The company’s content management system (CMS) and network drives are easily accessible to remote employees and all four offices. “Our field

warriors can log in with any device, and our office employees use VDI and Citrix XenApp,” explains Verma. “It’s accelerated the speed of our business and improved collaboration between departments and with external suppliers.”

Rohit Group’s final migration phase will eliminate the need for any servers in house. The company plans to remove the last of its legacy IT infrastructure by the summer of 2018. Patel says,

“ONTAP Cloud for AWS is so stable, and the infrastructure is so much easier to manage. Being in the cloud has given us the agility and scalability we need to grow. If needed, I can add a hundred more users to this infrastructure in one tenth of the time.”

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