Disaster Recovery on Public Cloud Saves 78%

Value Delivered: Comprehensive TCO model built by Optiva illuminates optimal roadmap for CSP in the Middle East.

When civil unrest required increased protection of their country's telecommunications resources, this mobile network operator (MNO) turned to Optiva for help to evaluate the best path forward.

Our consultants built a detailed total cost of ownership (TCO) model, calculating costs of various hosting solutions for a disaster recovery environment for a telecom charging system. The analysis revealed the best option was to host it on the public cloud — specifically Google Cloud Platform (GCP) — generating a savings of 78% or over $878K annually.

Background

A tier 2 MNO in the Middle East provides mobile voice and data services to businesses and consumers over its mobile network. Its prepaid and postpaid service offerings are a vital resource to the country's 29 million residents, 75% of whom are in need of humanitarian assistance as a result of ongoing civil conflict in the country.

Optiva Business Value Consulting services worked closely with the MNO to understand its business objectives and make recommendations based on the unique challenges of operating in the country's political climate.

The Challenge

The civil unrest in the country demanded measures to protect national telecommunications resources. As such, regulators required the operator to move its mission-critical systems – including **Optiva Charging Engine™** – to a remote data center, thereby separating the company's production environment from its disaster recovery. Optiva analyzed the TCO for three options to accomplish that goal:

OPTION 1

Purchase and deploy a new disaster recovery **onsite**

OPTION 2

Shift the existing disaster recovery to a **new location**

OPTION 3

Move disaster recovery to the public cloud using **GCP**

The Solution

Optiva's consultants evaluated the three scenarios and built a detailed TCO model that analyzed and calculated all of the cost streams involved with running a disaster recovery environment for a telecom charging system.

The result was a 360-degree view of the costs associated with hosting Optiva Charging Engine in each of the three possible disaster recovery scenarios. The TCO model examined numerous factors, including capex for hardware and perpetual 3rd-party software; data center costs; labor; support and maintenance fees; and software license fees.

Specifically, the model accounted for the cost of migration vs. building it from scratch. The resulting information enabled the MNO to begin its cloud journey with a clear understanding of costs associated with disaster recovery options, including on the public cloud.

The Results

The TCO breakdown clearly revealed that the best option for the operator's disaster recovery was to host it on the public cloud on GCP. The operator will realize a savings of 78 percent, translating to **$878,406 in yearly savings** versus an on-premise setup.

The choice of **public cloud and GCP** will drive cost-savings by enabling the operator to maintain a disaster recovery environment with the most up-to-date hardware and 3rd-party software. Additionally, it will accelerate the switch time to disaster recovery when it is needed, enabling the switch in minutes, as opposed to 30-plus minutes for on-premise solutions.

Also, because GCP creates three copies of data (one for the production site and two for disaster recovery), **there is almost no data loss when switching to disaster recovery.**

78%
savings

$1.38M

$1.13M

$252K

New DR (on-prem)   Shift Old DR (on-prem)   DR on GCP

ANNUAL TCO COMPARISON OF THE 3 OPTIONS

Want a Customized TCO Analysis?

Optiva will build a comprehensive model to evaluate your on-prem vs public cloud costs.

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