CASE STUDY

innosabi harnesses crowdsourcing for innovation. Their SaaS platform creates a virtual space for a company's customers, partners and employees to collaboratively generate new products & services, or entirely new business opportunities.
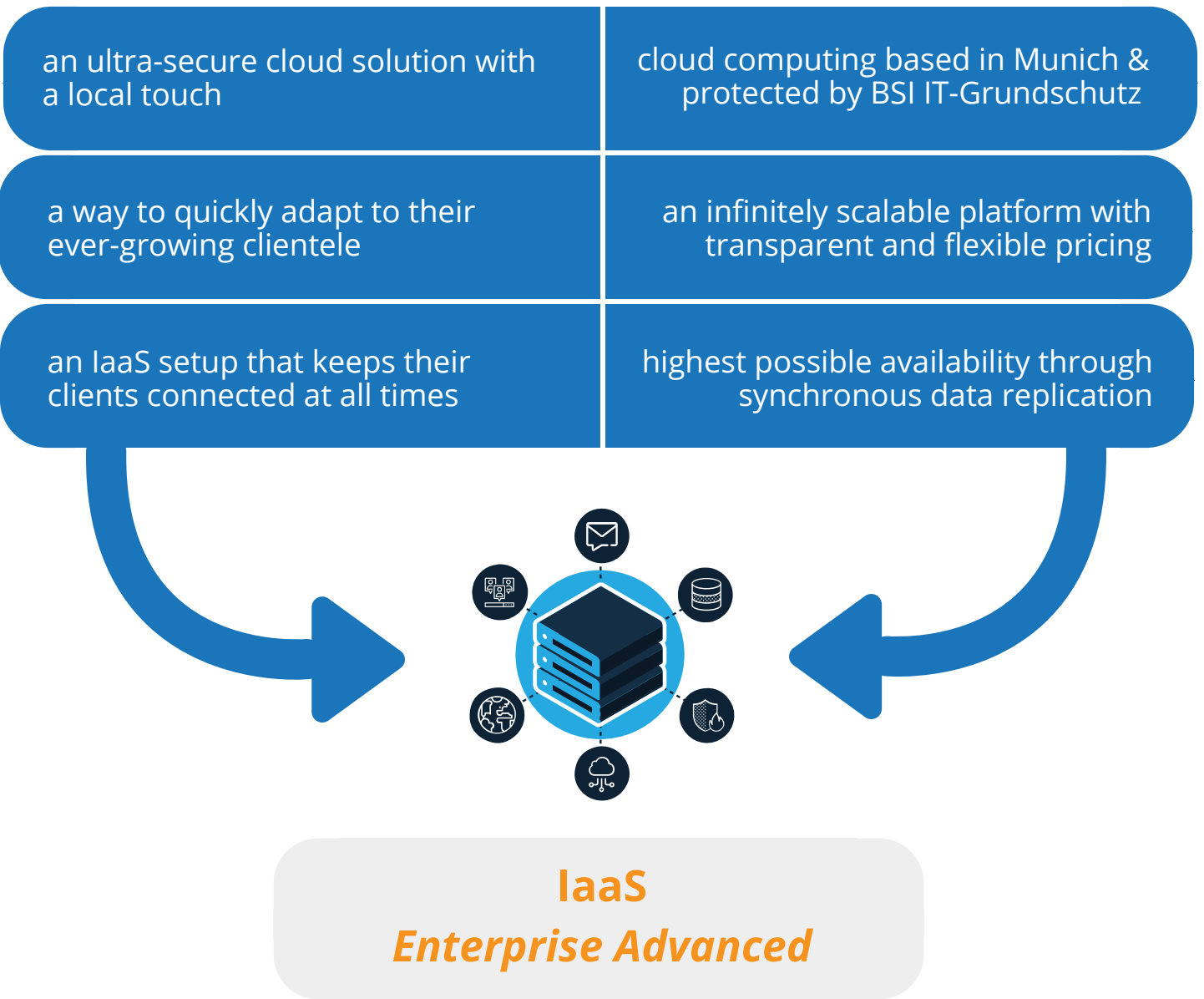
innosabi is on track to **double revenue every year**. Needless to say, they need a highly expandable and flexible database for their SaaS. innosabi was not satisfied with previous solutions, where they had to build in redundancy themselves—so they got in touch with Global Access.

They needed a new home for their production database—the heart of their business.

THEY WANTED

THEY GOT

THEY WANTED	THEY GOT
an ultra-secure cloud solution with a local touch	cloud computing based in Munich & protected by BSI IT-Grundschutz
a way to quickly adapt to their ever-growing clientele	an infinitely scalable platform with transparent and flexible pricing
an IaaS setup that keeps their clients connected at all times	highest possible availability through synchronous data replication

IaaS
Enterprise Advanced

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innosabi first found us when one of their clients demanded the highest possible levels of security and compliance—namely, the **German BSI "IT-Grundschutz"**.

innosabi's previous provider could not deliver this, so they came to Global. We were the first service provider in the world to be certified to these German IT security guidelines. They exceed the ISO standards and are simply beyond the technical abilities of most service providers.

BSI IT-Grundschutz

Global Access guarantees the highest global standard of **security and compliance**.

Scalable & Flexible

Our **Resource Pool** model lets innosabi grow resources incrementally & instantaneously.

innosabi's clientele grows by 100% every year and has **sudden growth spurts** about twice per year. At these rates, they cannot afford to have any technical or procedural barriers to quick scalability. And a cluster server or other in-house solution would be astronomically expensive to maintain.

With Global's flexible Resource Pool model, innosabi books and pays for the **exact amount of RAM, CPU and storage** they need on an hourly basis. They add or remove virtual resources whenever they want with a click.

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innosabi faced the same challenge that confronts countless IT companies today: **how to take proprietary or legacy software into the Cloud**.

Our **flexible API** was an essential tool to let them run the production database for *innosabi cloud* from Global's IaaS platform. This way, they could give their software a huge boost in performance and reliability while continuing to develop and administer everything in-house.
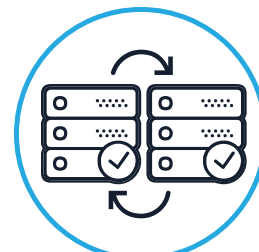
> "
> We wanted a true cloud service provider...where the resources are very easy to scale up and scale down based on an API.
> "

In August 2015, one of Global's data centers suffered a total blackout. When we asked innosabi if they were affected before our diesel generators kicked in, all they had to say was,

"we didn't notice a thing."

innosabi uses our *Enterprise Advanced* **IaaS**, combining highest availability with automatic Disaster Recovery. innosabi's data is **replicated in real time across our two data centers** located 10 km apart in Munich. When one of our data centers failed in this blackout, the other kicked in seamlessly and neither innosabi nor their customers noticed a thing.

Highest Availability
with built-in Disaster Recovery

No other cloud provider matches the Global standard of high availability.