



## Case Study

# Large Oil and Gas Producer Transforms Its Data Recovery and Management Services

## The client

The client is an oil and natural gas producer headquartered in the western United States. With oilfield operations spread across several major sites, it brings in yearly revenues in excess of \$27 million.

## The challenge: Reduce data recovery exposure, comply with new state laws

With large amounts of sensitive data at stake, the client had to improve their data recovery capabilities. Their existing Disaster Recovery (DR) site was inadequate for meeting recovery time and recovery point objectives — it was located in the middle of an oilfield in a subpar facility. The client was already replicating to the cloud, but they had nowhere to send that data in the case of disaster.

In addition, the U.S. Department of Homeland Security places important planning requirements on electricity, petroleum, and natural gas producers — of which DR is a part. These requirements further underscored the client's vulnerabilities.

## Industry:

Oil and gas

## Insight provided:

- Discovery, readiness, and data assessments
- Colocation selection and solution design
- Data center migration planning and execution
- Ongoing consultation

## Insight services:

- Consulting Services
- Project management and data center relocation
- Discovery using the SnapStart tool

## The solution: Move to colocated data center, deploy new DR and data management systems

Insight's Supply Chain Optimization division was already working with the client on a smaller contract when they engaged Insight to address their data recovery challenges. The recovery and colocation project had to be completed within three months, in part because two previous vendors had already failed to meet the client's requirements.

The project had four phases:



The project impacted 208 VMs, 52 workloads, three physical servers, and more than 300 TB of data.

While working with Insight, the client discovered numerous improvements that could be made to their data management practices. Data protection and security are top concerns as the company falls under the mandates of the California Consumer Privacy Act (CCPA). The client's data was minimally classified and their data governance due for revision and enhancements. For example, when Insight deployed SnapStart, our proprietary discovery engine for scanning, locating, and mapping IT assets, the tool uncovered data integrity issues from a project performed by another vendor two years earlier.

The team stood up new infrastructure in a colocation facility using HPE® SimpliVity®. We are currently building runbooks on the failing over of applications, performing user acceptance testing, and completing documentation in a run-up to the testing and migration phases.

Insight tailored the setup to leverage as many of the client's existing assets as possible. For the company's unstructured data, we leveraged an existing Microsoft® E5 license and its suite of security tools. For the company's structured data, a new Imperva solution provided the advanced scanning and discovery capabilities required. The project also included implementation of Azure® Information Protection.

## The benefits: Data management transformation, beginning with DR fixes

The client is now meeting internal and external DR standards and realizing broader data management benefits. They are positioned for regulatory compliance, and leaders are looking to upgrade SAP to HANA for greater cloud flexibility.

The client is also looking at remediating across their entire environment, using the insights and infrastructure we provided in these initial engagements. This will position them for better long-term recovery, management, governance, and security practices.

## Benefits:

- Full data management transformation, including security and governance
- Compliance with U.S. Department of Homeland Security guidelines for energy producers
- Momentum and clarity for future digital transformation

Rapid data recovery remediation after several other vendors had failed



Produced failover runbooks and other key documentation

## Impacted



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**52** workloads,



**3** physical servers,



and more than **300TB** of data

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