

CaseStudy

Fierce Software Migrates All Major Applications from AWS to ORock



About Fierce Software

As a trusted IT solutions provider, Fierce Software delivers information technology and business process solutions to Federal and Commercial organizations. The company differentiates itself in part by only representing manufacturer partners with truly disruptive solutions that drive innovation forward while reducing cost. To deliver value to their customers, the Fierce Software team navigates the continuously changing technology ecosystem and develops solutions that meet each organization's unique requirements.

The Results

- Migrated all applications to a FedRAMP authorized cloud for federal security compliance
- Improved performance and reliability of the DevSecOps environment with Red Hat OpenShift
- Reduced monthly infrastructure costs by 30%
- Gained access to 24x7 Customer Support
- Freed up 4 to 8 hours per week of the solution architect's time to focus on strategic priorities instead of managing infrastructure

The Challenge

Fierce Software hosts monthly workshops as a critical component of its sales and marketing outreach efforts. These workshops use labs and demonstrations to showcase the company's DevSecOps and Data Analytics practices, demonstrating its expertise in these two domains while providing complimentary training opportunities for customers and prospects. The DevSecOps workshop features the Red Hat OpenShift Container Platform along with related open source technology solutions sold by Fierce which bring additional security, analytics, and functionality.

Fierce required its solutions to demonstrate exceptional performance and scalability during the workshops to create a positive impression and generate enthusiasm among both large and small audiences. Unfortunately, at recent workshops the company experienced challenges with both setup and performance that consumed valuable time and resources from the company's Lead Solution Architect. As a result, the company needed an alternative solution that would enable it to minimize setup time and costs.

In addition, Fierce executives wanted to reduce monthly infrastructure costs over what it was spending with Amazon Web Services (AWS) and avoid usage spikes that occurred during workshops. It sought a cloud provider that would deliver a higher-touch experience and customer support across all of the company's workloads.

The Solution



Fierce Software selected ORock to migrate its full suite of applications and workshop platform from AWS to the ORockCloud, an enterprise-grade open source cloud environment. ORockCloud is authorized by the Federal Risk and Authorization Management Program (FedRAMP) at the Moderate Impact Level and satisfies 325 security controls – an important consideration for Fierce due to the company’s extensive Federal customer base.

ORock’s team of U.S.-based engineers collaborated with Fierce solution architects to build, test and deploy an OpenShift cluster that could support workshops of any size by adding additional nodes to burst and handle larger audiences. Setup time was virtually eliminated by transferring responsibility for the management of the system to the ORock engineers. This approach achieved the company’s cost-savings objectives for both the infrastructure and Fierce personnel while avoiding an overprovisioning of resources.

As an added benefit of the ORock-Fierce Software relationship, the Fierce Software sales team now has access to ORock’s pre-sales engineering resources and a POC environment that can be used for qualified prospects that are evaluating the Fierce Secure Software Factory solution (which runs on the ORockCloud).

Fierce Software is excited to announce our migration of all major applications to ORockCloud. ORock Technologies is the only turn-key cloud provider running a full Red Hat stack that is FedRAMP certified. With the addition of ORock to our vendor portfolio Fierce can now offer our full range of Open Source solutions across an even broader set of deployment scenarios and use cases.

Eric Updegrove, General Manager
Fierce Software



About ORock Technologies

ORock Technologies delivers secure infrastructure and hybrid cloud solutions as a service for government agencies, highly regulated commercial organizations, and the technology companies that serve them. ORock secures their data, controls costs, and minimizes vendor lock-in while supporting strict compliance requirements and enabling seamless migration of their applications and workloads to the cloud.

ORock’s private fiber optic backbone network and enterprise-grade open source cloud feature the latest HPE Gen10 secure hardware and a flat-rate billing model with no egress fees. They enable hybrid cloud and multi-cloud capabilities for sensitive data and workloads that require superior security, performance, cost predictability, and control.



Improve infrastructure performance and reliability while reducing costs.
Contact ORock Technologies today at 571.386.0201 or sales@orocktech.com.