Adistec

About Customer

Founded in 2002, Adistec is both an IT distributor and managed services provider (MSP) in Latin America and the Caribbean. It is renowned for delivering value-adding support, and for offering on-the ground resources in every country it serves.
www.adistec.com

Geo

Latin America

Industry

Service Provider

Solution Area

Accelerate Core Applications
Modernize Data Protection

Pure Storage® Products in Use

FlashArray//C™
Evergreen//Flex™
Pure1®

Adistec's Services Help Latin America Flex its Cloud Muscle

Adistec is like the Swiss Army knife of IT services for Latin American organizations, including private businesses and government entities. With more businesses in the region moving to the cloud, Adistec is also in a unique position to help its clients on their journey by allowing them to migrate at their own pace while benefiting from unparalleled flexibility, scalability, and data protection.

With Pure Storage Evergreen//Flex, Adistec gives its clients the best of all worlds, enabling them to leverage consumption economics while owning their hardware and paying only for the capacity they need. Meanwhile, rapid data recovery helps them manage the ever-increasing ransomware threats.

> "Pure Storage Evergreen//Flex is a godsend for the MSP community, allowing us to grow with our customers while making their IT operations simple, secure, and reliable."
>
> **QUEBERTH SOTO**,
> CHIEF TECHNOLOGY OFFICER, ADISTEC

The Best of All Worlds for Every Customer

Adistec's managed services support Latin American businesses across industries on their cloud journeys with subscription-based IT bundles tailored to each customer's needs. Adistec also helps fellow MSPs keep their infrastructure on-premises while enjoying the flexibility of cloud storage.

Impact on Adistec

Pays only for the capacity needed while cutting hardware costs up to 80%

Smaller infrastructure footprint reduces the burden of storage management

Accelerates ransomware and rapid disaster recovery with immutable snapshots

Challenges

Previous storage caused outages and could not support cloud services

Rising ransomware threats made data restores a boardroom priority

Legacy solution was too slow and unreliable to support client workloads

Results

Gains complete flexibility in how it consumes and sells cloud storage

Slashes data recovery time from weeks to minutes with immutable snapshots

Improves data reduction, shrinks data center footprint, and saves energy costs

To help support customers on their cloud journey, Adistec adopted the Pure Storage Evergreen//Flex subscription for FlashArray//C. On-premises hardware delivers governance and compliance while cloud storage empowers innovation-hungry companies to maximize their performance.

"Our goal is to become the best value-added MSP in Latin America. With Pure Storage, we've got the best storage provider to help us get there," says Adistec Chief Technology Officer Queberth Soto.

With hardware costs up to 80% lower than traditional storage, Evergreen//Flex also enabled Adistec to scale while minimizing its up-front investment. Adistec simply subscribes to the capacity it requires to match its customers' evolving needs. With less time spent managing hardware, Adistec's front-line engineers can dedicate more energy to developing and refining its cloud services.

"I've managed a lot of storage solutions in my career and Pure's upgrade process is the fastest by a mile," says Adistec Cloud Solutions Architect, Alfredo Galdos. "Best of all, Pure's upgrades are non-disruptive, giving me confidence that our services will continue to run with zero interruption for our customers."

Next-level Ransomware Recovery

MSPs must also provide solid data protection and rapid recovery services to fight rising ransomware threats. Adistec leveraged Pure's ability to work within a multi-tenant data protection environment to improve its Recovery Point Objectives (RPOs) and Recovery Time Objectives (RTOs). Using SafeMode™ Snapshots, the business creates regular backups of its clients' mission-critical data, which it can recover within minutes instead of weeks. Building on this capability, Adistec is now rolling out new security offerings to better protect its customers' data.

"Latin America is a hot target for ransomware and keeping our customers' data safe is a top priority," says Galdos. "Not only have SafeMode Snapshots accelerated our data recovery, we can also leverage the technology to improve our cyber protection services in new ways."

A Winning Relationship

The performance and simplicity of Pure Storage have enhanced every Adistec service from VMware to backups, driving growth. Adistec has also achieved a data reduction rate of 3:1 and shrunk its total storage footprint from 24U to 3U, making it more cost-efficient and sustainable in a region with notoriously high energy prices. With Pure1 to simplify its storage management, Adistec can predict and scale capacity to match its customers' variable workloads.

For Soto, 24/7 support from Pure Storage has been a major driver of Adistec's success. And that relationship will only get stronger as Adistec eyes further differentiation.

"No two businesses are alike in their IT needs," says Soto. "Pure Storage Evergreen//Flex is a godsend for the MSP community, allowing us to grow with our customers while making their IT operations simple, secure, and reliable."

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