Digital Guardian increases AWS resource usage efficiency by 45% while expanding services

ABOUT

Industry
IT Security DLP and EDR

Company size
375+

Headquarters
Waltham, MA

OBJECTIVE

Maximize the efficiency of our offerings – Deliver our SaaS solution and analytics with the best balance of economy and performance for long-term growth and user satisfaction.

SUCCESS

Immediate value from visibility into AWS resource consumption. Daily usage and executiveready views enable transparency into exactly what we use in our AWS environments.

DIGITAL GUARDIAN®

ABOUT:
Digital Guardian

Digital Guardian is no-compromise data protection. The company's cloud-delivered data protection platform is purpose-built to stop data loss by both insiders and outsiders on Windows, Mac and Linux operating systems. The Digital Guardian Data Protection Platform performs across the corporate network, traditional endpoints, and cloud applications. For more than 15 years, we have enabled data-rich organizations to protect their most valuable assets with a choice of SaaS or fully managed deployment. Digital Guardian's unique policy-less data visibility and flexible controls enable organizations to protect data without slowing the pace of their business.

Digital Guardian's SaaS offering is powered by Amazon Web Services (AWS), which also services the company's Analytics & Reporting Cloud (ARC), so making efficient use of AWS cloud services is critical to delivering its offerings.

> **CloudWisdom was able to immediately show us our complete AWS resource set, and how fully those resources were utilized ... It takes the drama out of understanding all the nuances of AWS resource selection, helping us to keep resource consumption in budget while also delivering on SLAs."**

Jason Rachwal
Director, Cloud Services

THE CHALLENGE:
Efficiently delivering SaaS services on AWS

With over 700 enterprise customers depending on Digital Guardian's SaaS-based DLP offering (including financial institutions, manufacturers, hospitals and government agencies), efficiently delivering a high quality, high availability experience is a top priority. Servers are also distributed across the world in multiple AWS regional centers to meet service and regulatory requirements. Initially, Digital Guardian used a mix of AWS standard services, tagging, third party tools, and in-house developed solutions to manage the sizing and performance of the infrastructure that underlies their SaaS application and services.

It proved challenging to get a simple, complete view AWS resource usage.AWS native tools didn't provide the visibility needed, and tagging caused problems with AWS views – Changes to object tags resulted in lost associations and groupings.

THE SOLUTION:
CloudWisdom

"CloudWisdom gave us instant visibility into our resource usage and utilization levels," said Jason Rachwal, Director of Cloud Services at Digital Guardian.

With help from CloudWisdom, Digital Guardian was able to increase the efficiency of its AWS infrastructure resource usage by 45% while the number of EC2 server instances used grew from 650 to 800.

> **What I liked more than anything else was the team ... A great group of people who care. And a great product too."**
>
> **Jason Rachwal**
> Director, Cloud Services

RESULTS:
Unparalleled Support

"What I liked more than anything else was the team," said Jason. "Only a few other companies I've encountered partner with me every step of the way as the CloudWisdom team has done. Humble, attentive, available, and frequently checking in. A great group of people who care. And a great product too."

According to Rachwal. "We found problems we weren't aware of earlier – such as Microsoft SQL Server instances that were over provisioned. Allocating less CPU to these instances reduced both our resource consumption and our per CPU SQL server licensing expenses."
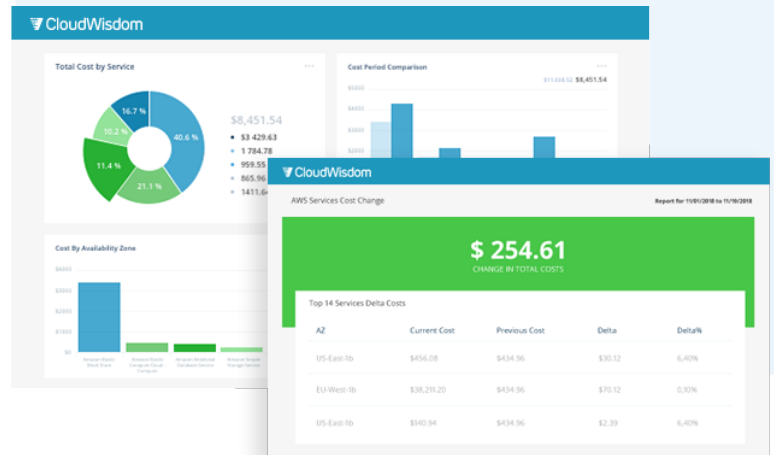
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