



AGIOS CASE STUDY

SUMMARY

In the process of releasing two new drugs with an aging infrastructure that could not support accelerated business growth, Agios contacted Daymark to architect and implement a modern, enterprise-class data center infrastructure designed for scalability, agility and support for a hybrid cloud environment.

CUSTOMER OVERVIEW

Agios is a biopharmaceutical company passionately committed to applying scientific leadership in the field of cellular metabolism to transform the lives of patients with cancer and rare genetic diseases.

ASSESSING THE ENVIRONMENT

Agios was in the midst of accelerated growth, going from 100 employees to 400 in less than 18 months. Agios was

also in the process of releasing two new drugs to the market. With growth trends projected to continue at a swift pace, it was obvious to both business and IT leaders that their existing data center infrastructure could not support their level of business growth. Agios called on Daymark because of its experience in architecting data center solutions for businesses in biopharmaceuticals.

CLIENT CHALLENGES

The current infrastructure at Agios had become hard to scale, data backups were often unreliable and aging servers and storage arrays from a variety of vendors had become too complex and difficult to manage. Additionally, Agios wanted to leverage the agility of the cloud where and when appropriate, and to help improve agility and manage costs.

KEY BENEFITS

- Enterprise-class data center infrastructure designed for reliability, performance and agility
- Scalability to support rapid business growth
- Greatly simplified management from server and storage consolidation
- Managed Services for backup freed IT staff to work on strategic projects
- Hybrid cloud support enabling on-prem and cloud workloads
- Eliminated risk from unreliable backups
- Predictable costs and a consistent cost model as the business scales

THE SOLUTION

Daymark consultants determined that Agios needed to upgrade their aging equipment to state-of-the-art enterprise-level technology and consolidate their infrastructure to simplify management and reduce costs. With a phased implementation schedule, Daymark started with new primary data center infrastructure built on HPE blades and INFINIDAT storage, Veritas NetBackup, and VMware to enable cloud services.

The second phase included a hybrid cloud disaster recovery (DR) strategy. After evaluating different technologies, it was jointly decided that Zerto for replication would serve their needs, providing the ability to quickly spin up DR in a public cloud such as Azure



CLIENT TESTIMONY

After a thorough evaluation of potential partners, Agios chose Daymark based on its high-level of confidence from past experience, detailed architecture and planning sessions, and confirmation from outside consultants which provided further endorsements of the emerging technologies Daymark recommended.

When asked about the Daymark team on this project Agios said:

“ *Unbelievable technical expertise and collaborative support. The only Value Added Reseller that I have worked with that truly adds value. Unbelievable technical expertise and collaborative support. They are the only Value Added Reseller that I have worked with that truly adds value.* ”

or AWS. Daymark also migrated Agios' employees to Microsoft Office 365 for improved and more efficient collaboration.

THE DAYMARK DIFFERENCE

We take the complexity out of your IT infrastructure. Daymark architects and implements data center infrastructure, data protection, virtualization, managed services and cloud services for businesses throughout New England. We provide deep technical knowledge, extensive experience and proven methodologies that help our clients make strategic decisions, streamline the acquisition process and successfully implement cost-effective data management infrastructure solutions.

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