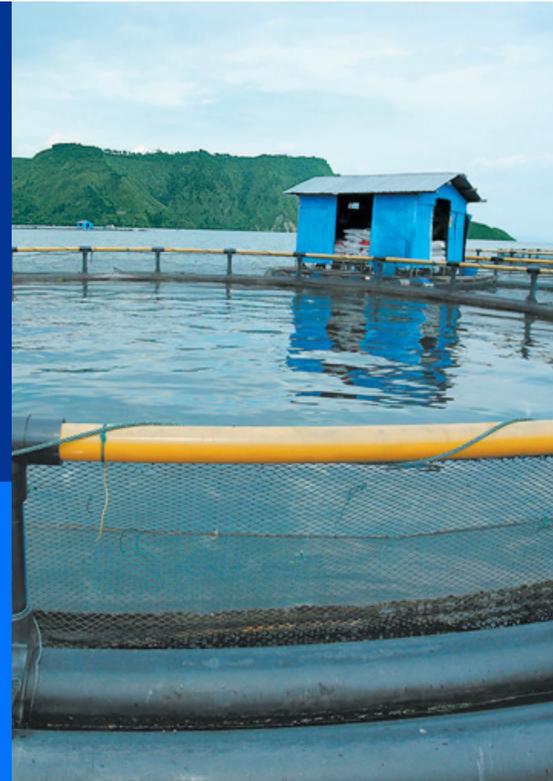




Regal Springs Creates Globally Connected Fisheries

Enabling the Blue Revolution of sustainable aquaculture with NetFoundry's cloud-native connectivity

CASE STUDY



**TILAPIA
NATURALLY BETTER**



With global headquarters in Singapore and regional sales offices in Miami, Mexico City, Guatemala City, Hamburg and Jakarta, Regal Springs mission is to produce naturally better tilapia while building local communities. First established in 1988 on a freshwater lake in Java, Indonesia, today, Regal Springs is the largest vertically integrated white fish farming producer in the world.

Operating with a focus on responsible aquaculture, Regal Springs delivers product consistency, quality, innovation and customer satisfaction. The key to the company's success for a long time is striving to strengthen the surrounding fishing communities through economic and social development.

Taking aquaculture to the cloud

Operating more than 18 locations globally, Regal Springs started evaluating options to revamp their global network and application infrastructure in 2018. To fuel further business growth and development, Regal Springs needed to rapidly scale their network bandwidth capacity and secure connectivity to new locations around the world.

As Regal Springs were on the cusp of a wider adoption of cloud, they were also challenged with the task of moving applications and large volumes of sensitive business data from an on-site data center into the Microsoft® Azure® cloud. Regal Springs initially considered SD-WAN solutions for branch office connectivity and to extend perimeter technology to its branch locations. They quickly realized these legacy technologies would not only take time to provision and deploy but it would also be expensive to meet their minimum bandwidth needs.

1Cloudstar, one of NetFoundry's authorized partners, approached Regal Springs to solve their branch network and cloud migration complexity, and it was clear Regal Springs was seeking to improve security, performance visibility, and ongoing monitoring. After an initial engagement with Regal Spring's IT Team, 1CloudStar analyzed their globally distributed IT infrastructure and plans to consolidate on Azure cloud. Being a cloud-native zero trust Network-as-a-Service (NaaS) platform, NetFoundry was the most suitable solution for Regal Springs. Regal Springs recognized the NetFoundry platform delivers above and 'beyond SD-WAN', by implementing software-defined networking that leverages dynamic Internet overlay circuits to meet their networking transformations needs.

NetFoundry enabling the Blue Revolution.

The Blue Revolution marks the emergence of aquaculture as an important and highly productive agricultural activity. Regal Springs teamed up with NetFoundry and 1Cloudstar to migrate its on-premises data center to the Azure cloud platform—unlocking new levels of performance, cost efficiency, and security—and paving the way for the Blue Revolution.

The NetFoundry team was invited for an in-person demonstration of the platform. The implementation of the demonstration was an actual deployment of NetFoundry's cloud-native infrastructure specifically designed for Regal Springs requirements. A three-phase deployment for Regal Spring's branch locations in Indonesia, Honduras, Mexico, United States and Singapore was then identified. These phrases included:

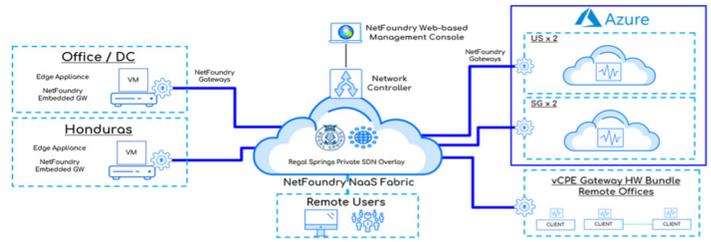
1. Connecting remote sites to their existing legacy infrastructure
2. Migrating workloads from a private legacy data center to Azure
3. Reconfiguring remote sites and users to connect directly to new Azure based application stack

Indeed, there were multiple legacy solution options including firewall-based VPN services but any hardware-based setup is difficult to scale and has a fixed life. NetFoundry's software-based approach was very appealing to Regal Spring. NetFoundry's software-only networking solution provides application-specific performance, security, reliability and agility across any set of networks and clouds, giving their IT team control of the networks without needing to build or manage the underlying infrastructure.

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NETFOUNDRY™

Additionally, NetFoundry's network core and its performance gains were an added benefit for Regal Springs. With offices world-wide, Regal Springs experienced difficulty reaching locations with poor and inconsistent internet performance. With the NetFoundry platform, Regal Springs experience optimal routing and minimal latency for branch-to-branch and branch-to-cloud connectivity.



Another key differentiating factor was NetFoundry's native integration with Azure. NetFoundry has created pre-integrations to Azure with no long-term contract obligations. This unrivaled integration of on-premises assets with Azure enabled Regal Springs to harness a near unlimited amount of compute and storage in the cloud, migration, recovery, backup and long-term data retention.

Supporting a sustainable aquaculture future

To accelerate and expand its mission to create prosperous and sustainable aquaculture across the globe, Regal Springs needed to modernize its network infrastructure with an agile, flexible, cloud-based solution. The NetFoundry platform supports Regal Spring's vision by connecting Regal Springs' vastly distributed, remote, and diversified locations and users with a performant, secure, simple to manage environment that costs less than traditional technologies.

With the NetFoundry platform, Regal Springs is realizing benefits:

- Migration to Azure delivers greater flexibility and business agility.
- Regal springs can make better use of the large data volumes harvested to make better informed decisions to ensure their fish farms are well managed.
- Software-based network provisioning and consistent deployment process is simpler to manage and more efficient
- Enhanced connectivity, reduced latency, and improved responsiveness creates greater staff productivity.
- Operational resources and thereby costs were reduced
- Simplified IT operations, and reduced systems maintenance costs for their data center

"While we were lost at sea with less innovative and high-cost tools during the evaluation phase, NetFoundry's innovative solution came as a boon. NetFoundry's software-based NaaS platform was the game changer and perfect solution to connect our extensive remote distributed network and locations. NetFoundry was the key driver and enabler to transform Regal Springs, the vast and diversified on-premise workload to cloud." Yoganand Konar, Global Head of IT, Regal Springs.

"Instead of taking weeks' of waiting time for the telco links to be ready, and signing expensive contracts, NetFoundry's game-changing solutions enable us to build cost-effective, secure and high-performance cloud connectivity solutions for our customers from anywhere at any time, in a matter of hours," Mike Li, CEO of 1Cloudstar.

1CLOUDSTAR

The 1Cloudstar team as well as the NetFoundry team worked with exceptional professionalism and were easily reachable. Despite having to work with Regal Springs offices and plants that were in different locations and time zones, the 1Cloudstar and NetFoundry teams designed and deployed a global capable zero trust network with minimal disruption and no business downtime for Regal springs.

ABOUT 1CLOUDSTAR

1CLOUDSTAR, a leading cloud consulting and managed service provider in Asia, is a trusted advisor to leading Fortune 500 companies. Since the explosion and adoption of cloud computing, 1CLOUDSTAR has delivered innovative migration and consulting services to multinational and enterprise organizations moving into public, hybrid or private cloud-based environments.

ABOUT NETFOUNDRY

NetFoundry is the leader in Cloud Native Networking, enabling businesses to simply, securely and cost effectively connect distributed applications across edges, clouds and service meshes. The NetFoundry platform, delivered as SaaS, enables businesses to connect applications without the costs and complexity of VPNs, custom hardware and private circuits. NetFoundry's platform is accessed via APIs, SDKs and DevOps tools integrations, enabling practitioners, application developers, and network administrators to get the levels of automation and agility which are only possible with connectivity-as-code. NetFoundry is headquartered in Charlotte, North Carolina, with offices in California, Colorado, New York, London, Bangalore, and Singapore.

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© 2021 NetFoundry, Inc.

Address —
101 South Tryon Street, Suite 2700
Charlotte, NC 28280

Telephone —
+1.704.762.1405

Contact us

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For more information, visit us at www.netfoundry.io