



PRIVATE CLOUD DATA CENTER IMPLEMENTATION

THE IT DEPARTMENT OF A RAPIDLY GROWING BIOPHARMACEUTICAL COMPANY

The IT department is responsible for the compute infrastructure of Medivation, Inc., a San Francisco biopharmaceutical company, with annual revenues of over \$700 million. Medivation develops and commercializes medically innovative therapies to treat serious diseases, such as breast and prostate cancer, for which limited treatment options exist. Integral to Medivation's business success is its ability to conduct computationally demanding clinical trials, in addition to DNA and drug discovery research.

CHALLENGE

Transition to a New Data Center by a Hard Deadline

Medivation was performing computationally intensive clinical trials and drug discovery research, and needed to transition proprietary data assets to a new platform by an impending deadline and keep every clinical trial and drug discovery project on their tight schedule. Before Medivation contacted Kovarus, a well-known systems integrator estimated that a new compute infrastructure would cost \$11 million. Then Medivation spoke with Kovarus.

SOLUTION

A Private Cloud With an HPC Infrastructure

Kovarus proposed a private cloud with a high-performance computing infrastructure to support Medivation's computationally rigorous workflows. Once Medivation accepted the proposal, Kovarus employees embedded themselves with Medivation's IT and R&D teams to understand the life-sciences company's unique computational requirements and workflow processes. Kovarus setup a public cloud to cost-effectively benchmark Medivation's workflows, and helped Medivation select a colocation facility close to its headquarters and negotiate the contract.

"By benchmarking our compute-intensive Next Generation Sequencing workload in the cloud, Kovarus provided empirical data that allowed us to 'right-size' our infrastructure, which ensured the performance we required while preserving a substantial amount of our IT budget for other projects and future expansion."

Kovarus designed and procured the private infrastructure, assembled it at the colocation facility, and set up the private cloud on time. The private cloud's compute, storage, and networking infrastructure met Medivation's business objectives – and its clinical trials and drug discovery research continued unabated. Lastly, the Kovarus solution cost \$2.5 million, not \$11 million.

SUMMARY

Challenge

- HPC infrastructure is urgently needed
- Must transition mission-critical resources to a new data center
- Project deadline is fixed – and rapidly approaching

Solution

- Private cloud with HPC infrastructure
- Managed support, including 24/7 phone and remote assistance

Key Business Benefits

- Robust compute, storage, and networking capabilities

Dramatic cost savings of over \$8 Million

- Ongoing IT support

KEY BUSINESS BENEFITS

The private cloud environment delivered by Kovarus has enabled Medivation to conduct its clinical trials and drug discovery investigations, as planned:

Robust HPC infrastructure – The discovery of new drugs is vital to Medivation’s business success and its new HPC infrastructure provides the powerful compute, storage, and networking capacity required by the company’s R&D teams.

Clinical trials stayed on schedule – Facing a fixed deadline, Kovarus successfully implemented a private cloud and transferred Medivation’s applications and data assets on schedule. By delivering the project on time, Kovarus provided invaluable assistance to Medivation and prevented the delay of its clinical trials with patients who have serious, life-threatening diseases.

Patient data compliance – Medivation is required to comply with FDA and other government regulations about patient data, and it maintained compliance throughout the implementation of the private cloud.

Dramatic cost savings – The private cloud developed, assembled, and configured by Kovarus met all of Medivation’s business objectives and cost \$2.5 million, as opposed to the \$11 million price tag quoted by a different systems integrator.

The bottom line, thanks to its private cloud, Medivation now possesses the HPC infrastructure needed for its next-generation sequencing, enabling it to discover new cures for its pipeline of medically innovative therapies.

COMPONENTS

Hardware

- EMC Isilon storage
- Cisco UCS servers and Nexus switches

Software

- VMware hypervisor
- Puppet Labs
- Red Hat
- Amazon Web Services
- XOcur

About Kovarus

Kovarus helps businesses transform their IT operations into a modern cloud. We work with our clients to create Business Aligned IT Solutions™ by simplifying their IT operations and leveraging the Kovarus Cloud Enablement Framework to effectively deliver applications and services.

Kovarus has helped some of the greatest companies in the world transform their IT Operations. With an extensive array of elite technical certifications and credentials, leading technology partners continually recognize Kovarus for its commitment to excellence and its focus on delivering exceptional customer service.