



**Helping rapid on-premises application growth  
with Kingston Memory and SSD solutions**



## About Hosteur

For more than 17 years, HOSTEUR has been offering its customers innovative and reliable solutions that adapt to their needs. They are proud to have never compromised the principles that have shaped their culture and built their reputation. Motivated and enthusiastic for the projects to come, they are always happy to work in collaboration with companies that share their values, in particular respect for nature and people, privacy protection, honesty and loyalty.

They have multiple data centers across Europe: two of them in Southern France, one in Switzerland and another in Bulgaria. They are also currently developing a new branch in Africa.

Their infrastructure in France is certified ISO 27001 and is also validated as a Health Data Host (HDS), which is proof that they are compliant with legislative frameworks for storage and protection of health data.

## Situation

Today they serve more than 100,000 customers on their various systems and offer them hosting services, cloud computing, managed services, security solutions (SSL, Firewalls), email platforms, digital signatures and many others. They use a wide range of Virtualised Environments (VMware, Proxmox and Virtuozzo technologies) or Dockerized Environments with Kubernetes custom platform.

## Challenge

The demand for hosting services has grown significantly in recent years. This increase in demand translates into a large requirement for DRAM and storage to ensure that they can meet their customer's needs. They deploy a lot of new on-premises servers, upscale their existing servers with large capacities of DRAM. They need to provide good MTBF (Mean Time Before Failure) to support the SLAs to their customers. From a procurement and logistics perspective, they needed a partner that would supply DRAM and storage quickly and have a fast return policy in case they receive a defective product.

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**Sebastien Comte**  
CISO at Hosteur

## Solution

Kingston provided them with proof of concept pre-serial enterprise class SSDs, which allowed them to test the performance of the product before implementing it. That way, they could validate the project much quicker and place their order and have it delivered and installed in a timely manner.

They have set up 300 customers on approximately 2TB of DRAM on a server cluster. "We gained more DRAM for the same investment than we would have from the OEM DRAM. We achieved the same quality and better support". - says Sebastien Comte, CISO at Hosteur. Kingston were able to provide a large quantity of DRAM or SSD with a good balance between speed/durability/quality and all that, at a good price.

Kingston SSDs provide 30% more server performance and has helped them obtain better availability. They have minimal downtime on their cloud cluster: their customers benefit from 99.995% of availability throughout the year. In addition, they are planning to build another data center room to expand their business globally. Plus, they are launching their new Kubernetes-based platform called "FlexOne" late in 2020 with more SSD storage (1TB of DRAM and 50TB of storage).

"Kingston were chosen for the open mindedness of their sales and technical team. They always take the necessary time to find and deliver the best possible solution for Hosteur. We benefit from Kingston's 32 years of experience with memory and storage which comes through sales and technical teams."  
- Sebastien Comte, CISO at Hosteur.



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