

# Case Study



**CALIFORNIA ASSOCIATION OF REALTORS (C.A.R.)  
Makes a Smart Move**



C.A.R. is a statewide trade association dedicated to the advancement of professionalism in real estate.



**CALIFORNIA  
ASSOCIATION  
OF REALTORS®**

## Executive Summary

The CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) includes more than 100 local member associations and more than 200,000 REALTORS®, REALTOR®-Associates and affiliate members. It is the premier representative of the state's real estate professionals and the go-to resource for information, products, programs and services. The organization has an enormous website, which is both member- and public-facing, and has a vast range of applications running through the site and in the data centers.

## Highlights

- 2 OVHcloud Hosted Private Clouds
- Replication/Redundancy in Virginia and Oregon
- VMware NSX®
- Anti-DDOS protection
- Un-metered traffic on the OVHcloud Fiber Network
- OVHcloud Storage Servers utilizing OVHcloud's proprietary stretched Layer 2 networking technology (vRack)
- VeloCloud SD-WAN Environment
- 6 Load Balancers

## Challenges

In addition to a highly complex and ever-growing IT enterprise, C.A.R.'s impending location move meant they would need to migrate all of the on-premise computing. The IT team couldn't risk the loss of any membership, identity or financial data, or a disruption to the website or the many applications, including those visible to the public, proprietary to members, for business and operations, and for the coordination of information between the National Association of REALTORS® and the 100 or so local associations of REALTORS® across the state.

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To move all of our on-premise computing, we were faced with building our own colocation facility or acquiring space in a colocation facility and owning and operating our own equipment. We realized we could kill two birds with one stone with OVHcloud.

Josh Sharfman, Chief Technology and Innovation Officer, C.A.R.

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We couldn't do our job without VMware NSX. That's the bottom line. We have six load balancers configured, a whole variety of switching at multiple subnets and all sorts of predefined routing between our data centers that are all meshed together in an SD-WAN environment. We're very pleased with it.

Josh Sharfman

## Solution Delivered

With OVHcloud as a partner, C.A.R. migrated their on-premise workloads to OVHcloud's Oregon data center, with backups being sent to the OVHcloud data center in Virginia. C.A.R. also moved many of their development and staging workloads that were on-premise to OVHcloud's data center in Vint Hill, Virginia. The development workloads are also backed up using OVHcloud vRack to a storage server in Hillsboro, Oregon, as a disaster recovery (DR) solution. VMware NSX was used to eliminate C.A.R.'s previous virtual switching and load balancing issues that could have taken their entire environment down. It also eliminated their IT team's problem with being completely disconnected from their environment and unable even to remediate issues without back-end support.

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Having fixed bandwidth and computing pricing and a competitive overall pricing structure really helps me a lot. I also value our biweekly meetings with the OVHcloud team because we're partnering together to mitigate problems, build robust infrastructures and plan for the future. I really feel they are an extension of our team.

Josh Sharfman

## Results, ROI, and Future Plans

Success breeds success. Some of the examples are the deployment of C.A.R.'s VeloCloud SD-WAN between their local offices and OVHcloud's two data centers, the three-tiered disaster recovery solution, and the bare metal servers with vRack that are committed to and are accessible to their VMware vSphere environments in both of the data centers. Also, when C.A.R. lost one of their physical servers over a weekend, which could have been devastating, VMware's Distributed Resource Scheduling feature worked perfectly and moved the workloads to other servers in the vSphere cluster while a replacement server was provisioned automatically. OVHcloud's automation has proven invaluable in allowing C.A.R. to dynamically expand its environment as needed, and add resources easily and quickly.

*Special thanks to Josh Sharfman, who has worked with C.A.R. in different capacities for more than 36 years, including as CTIO since 2016 and CTO since 2004. Prior to C.A.R., as a CEO, he oversaw a NASDAQ IPO, and as CTO/VP of Engineering, he oversaw five mergers and acquisitions and six software organization turnarounds. He has graduate degrees in engineering and engineering management and a doctorate in business. He has served as an adjunct professor of engineering at USC for 20 years.*





## About OVHcloud

OVHcloud is a global cloud hosting provider that specializes in delivering industry-leading performance and cost-effective solutions to better manage, secure, and scale data. OVHcloud provides a smarter solution for bare metal servers, hosted private cloud, hybrid and public cloud. The group manages 30 data centers across 12 sites in 4 continents, manufactures its own servers, builds its own data centers and deploys its own fiber-optic global network to achieve maximum efficiency. Through the OVHcloud spirit of challenging the status quo, the company brings freedom, security and innovation to solve data challenges – today and tomorrow. With a 20-year heritage, OVHcloud is committed to developing responsible technology, as the group strives to be the driving force behind the next cloud evolution.

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