# Polynetworks Revives Customers' Existing Infrastructure Through AWS

Starting as a systems integrator for the U.S. government, Polynetworks shifted its direction in 2013 to capturing sensor data (audio, video, location-based, vehicular, environmental) and streaming it through the cloud to multiple simultaneous users in real time. Its collaboration platform – Collabor – helps customers capture, analyze, and cooperatively act on the shared sensor data. The applications are wide-ranging - from feeds generated by body cameras on law enforcement, military operations, transportation, asset management and heavy industries.

## CHALLENGE: Personal Cloud Can't Handle Data Deluge

As Polynetworks began considering the transition to the cloud, CEO Azim Samjani had common concerns about security, ownership and maintenance. So, as a test, he initially set up three servers in his office as a "personal cloud." Within just a couple of days, Samjani quickly realized this ad-hoc infrastructure was unable to handle the deluge of data. Therefore, his team selected Amazon Web Services (AWS) and subsequently discovered Cloudnexa, which – like Polynetworks – is also based in Pennsylvania. Partnership was a key consideration for the company.

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## SOLUTION: Choosing the Right AWS Guide

Polynetworks found the expertise they needed at Cloudnexa, who assisted Samjani and his team with architecting and building a robust solution designed to minimize downtime. Cloudnexa offered an appealing pricing model for the startup, as well as the technical resources to promptly identify the immediate AWS services and features applicable to Polynetworks' proposed environment. By collaborating with Cloudnexa, the company was able to reduce the learning curve on becoming educated with the entire AWS suite of products & services, and significantly cut the time spent on R&D.

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In addition, the onboarding process with Cloudnexa was smooth and quick. The IT team leads immediately collaborated, and the development, demonstration and production sites were rapidly set up by Cloudnexa. The Polynetworks technical team has been pleased with the responsiveness and astuteness of Cloudnexa's support staff.

## BENEFITS: Seamless Onboarding, Upgrades and Online Support

Polynetworks has been leveraging Cloudnexa's vNOC management platform to help monitor the company's Collabor live streaming video platform and to derive key performance metrics.

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Samjani is not encumbered by worries about the functioning of the AWS system or the planning and forecasting of resources as Polynetworks begins to scale. He relies on Cloudnexa's expertise to guide his company through the next phase of growth, especially with the graduated pricing that is provided by Cloudnexa's utility model.

"For our customers, the primary benefits are the seamless upgrades, bug fixes and online support since most do not have in-house technical teams," Samjani said. Some of their clients are still using existing legacy systems and requiring them to add systems is not reasonable. Samjani is pleased with how AWS has revived customers' infrastructure.

## WHAT'S NEXT FOR POLYNETWORKS?

The company is looking to expand its customer base to the asset management, healthcare and media sectors. There are significant growth opportunities in providing remote access to movable and immovable assets. It is currently in discussion with a manufacturer of robotic arms for taking vital signs, and allowing remote suggestions by physicians. As news media continue to capture breaking news in real time, there will be new possibilities for drone-enabled live feeds routed through apps for mainstream network subscribers.

> *"We don't worry about the cloud," Samjani said. "We stay focused on our product and on our business."*