



**Maxta Storage
Platform**
Enterprise Storage Redefined

MAXTA CUSTOMER WIN

A Leading National Restaurant Chain Deploys Maxta Storage for Disaster Recovery Infrastructure

Overview

A leading national restaurant chain was looking to setup a cost effective disaster recovery solution. They had standardized on VMware vSphere and SAN with enterprise-class storage array from a leading vendor at their primary data center enabling the benefits of server consolidation, high availability, and agility. In a world where customers would want to have the data available at all times, the ability to have a dependable DR solution in the most efficient and cost-effective way possible is a must. They were looking to deploy a solution that provided similar benefits as the primary data center and yet simple to deploy and manage. The company's goal was to minimize the disruption when faced with planned or unplanned outages.

Key Customer Requirements

Limited IT resources at the disaster recovery site made it critical for the system administrators to effectively and efficiently manage server and storage resources. The requirements from the IT infrastructure were:

1. Minimize cost (both CAPEX and OPEX) of the IT infrastructure
2. Provide enterprise-class capabilities similar to the primary data center
3. Seamlessly integrate with the environment in the primary data center
4. Provide simple and easy VM-level recoverability
5. Deliver a recovery point and recovery time objective (RPO & RTO) of 15 minutes or less

It became clear that they need shared storage with enterprise-class data services such as data sharing, high availability, data protection, capacity optimization to address their key requirements. The customer considered building a SAN infrastructure with enterprise-class storage array and use native array based replication. It was determined that the cost of such an approach to be high both in terms of CAPEX as well as OPEX. Additionally, native array based replication did not deliver VM-level granularity making it hard and time consuming to recover VMs in the event of a planned or unplanned outage.





Maxta Chosen as the Storage Platform for the Disaster Recovery Infrastructure

IT Director was impressed by Maxta's highly resilient, scalable distributed VM Storage platform (MxSP). After a Proof of Concept that ran over a couple of weeks where MxSP performed flawlessly in the lab, MxSP was chosen as the solution to address disaster recovery storage needs.

Maxta enabled the customer to run their DR infrastructure on commodity server eliminating the need for storage arrays. The deployment delivered time/performance/capacity efficient snapshots and zero-copy clones providing short term data protection even at the DR site. Capacity optimization features such as thin provisioning, compression and data de-duplication providing the capacity savings.

Maxta enabled replication from the primary site to the DR site at the VM-level granularity without any changes to the virtual environment or the storage infrastructure. The customer used Unitrends, a backup and replication software to replicate the data from the production site to the DR site. Since replication was at VM-level granularity it made it very simple and easy to test DR strategies and also to recover in case of unplanned outages.

Business Benefits

The CAPEX requirement for the DR site was significantly reduced by deploying Maxta storage due to the utilization of standard servers and commodity components for compute and storage. Maxta storage shrunk OPEX by reducing storage complexity, which enabled a system administrator to manage both servers and storage seamlessly and efficiently. Delivering replication at the VM-level granularity enabled the recovery time to be significantly lower. Delivering all the enterprise class data services similar to the primary site at the disaster recovery site was invaluable to the customer.

The fact that MxSP provides a flexible way to scale both compute and storage on demand with the evolving requirements of the disaster recovery site was a huge value to the customer.

Customer was able to:

1. Cut the acquisition cost at the DR site by 65%
2. Reduced the TCO by over 80%
3. Deploy a solution with no changes to the environment on the primary site
4. Deliver a RPO & RTO of 15 minutes as required
5. Dramatically simplify the deployment and management of the infrastructure at the DR site.





Customer solution at a glance

Primary applications

Delivery logistics and tracking, email, inventory management and payroll.

Primary hardware

- Dell R620 and R720 servers
- Nearline SATA (7.2K) disk drives
- cMLC SSDs
- 1G 8-port network switch

Primary software

- VMware vSphere 5.0 u1
- Maxta Storage Platform (MxSP)
- Unitrends, backup/replication software

Summary

With Maxta's storage platform, the customer was able to acquire the ideal storage platform for their DR infrastructure. Maxta storage delivered shared storage, data availability, simplified VM-centric recoverability and management all the way from storage to application. MxSP delivered an extremely cost effective solution, leveraging standard servers and commodity components.



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