

# Service Provider iNet Selects NexentaStor for Scalability, Cost Savings, and Future-proof Investment



## Key Highlights

**Industry:** Service Provider, Hosting Solutions

**Challenge:**

- Cost-prohibitive scalability
- Network limitations
- Complicated management
- Older data center being phased out
- Cost
- More secure and accessible back-up and recovery

**Solution:** StorageDirector Z Series, powered by Nexenta

**Benefits:**

- Unlimited snapshots, granular data recovery, integrated search, mirroring to remote sites
- Performance, growth, and cost were addressed.
- NFS, iSCSI, CiFS, and Fibre Channel network protocols enabled unified storage with multi-network support.
- Capable of expanding to more than 576 TB of raw storage capacity.
- Affordable scalability— \$1500 per TB versus \$10-\$15K per TB for proprietary legacy storage solutions.

## Business Overview

Integral Networks (iNet) is an established provider of turn-key cloud-based technology solutions, managed services, infrastructure management, and value-added technical services to the channel and organizations of all sizes and from all market sectors.

As designers of customized hosted solutions that have a strong foundation in industry-standard practices and best-in-class technology, iNet provides cloud-based IT services that help businesses run more efficiently, reliably, and predictably. iNet provides an all-embracing set of solutions that align completely with your business model and strategy, including Managed Cloud Services such as Hosted Desktops, Hosted Exchange, Infrastructure as a Service (IaaS), Managed Services, and Back-up & Disaster Recovery.

## Challenges

After deploying legacy SAN technologies, iNet's IT management team was unhappy with the cost-prohibitive scalability, network limitations, and complicated management of proprietary storage vendors. Like most service providers that experience explosive data growth, iNet required a storage infrastructure that was scalable, cost-efficient, and easy to manage.

**Cost Prohibitive Scalability:** Initially, iNet deployed a Dell EqualLogic iSCSI SAN, which met the B2B service provider's near-term needs. But it had a finite storage capacity that would require an additional storage head-node—at a cost that exceeded \$10-\$15K per terabyte.

iNet then deployed a NetApp Filer, which possessed its own technology limitations. It could be expanded with disk shelves but, once again, the cost was prohibitive. iNet needed to increase storage capacity without incurring a high increase in cost.

*“After researching multiple offerings, we chose the Nexenta solution because it allowed for unlimited growth while maintaining tight budgetary considerations, without sacrificing advanced features.”*

—Bryan Badger, CEO, Integral Networks

**Short-term Solutions:** An older data center was being phased out and the company was implementing an all new, block-level storage infrastructure as the primary backend. iNet wanted to future-proof its investment with a storage platform that provided, out-of-the-box, a rich feature set that wouldn't require a forklift upgrade when growth occurred.

## Solution Overview

After evaluating the NexentaStor Community Edition, the leading open storage platform built on ZFS technology, iNet was impressed with the solution's ability to scale cost efficiently, its improved administration, and multi-protocol network support. iNet decided on a turnkey solution and selected StorageDirector Z from Pogo Storage—a Nexenta technology partner, who understood the B2B IT requirements and was able to suggest an integrated hardware and software solution.

**Accelerated Deployment:** Integral Networks was able to deploy a turnkey NexentaStor SAN in hours, not months. This time-saving deployment meant Integral Networks could focus valuable resources on higher business priorities instead of trying to build a SAN. The end result was a much faster time to value.

**Nexenta Certified:** Each pre-certified StorageDirector Z Series product is optimized and tuned for performance and availability by the experts at Pogo Storage and Nexenta.

**Enterprise Ready:** With NexentaStor, iNet now is able to leverage a single storage solution to meet all its storage needs, with the option to integrate an HA Cluster Plug-in and a VMDC Plug-in as needed.

## Solution Benefits

**Powerful Management:** NexentaStor's ease of use helped administrators create and manage storage volumes with unparalleled ease.

- Unlimited number of snapshots
- Granular data recovery
- Integrated search
- Mirroring to alternative installations

## Business Benefits

Using NexentaStor Community Edition, iNet was able to deploy quickly, scale cost-efficiently, cut down administrative oversight (fewer IT-dedicated personnel), and secure its back-up and recovery plans.

- Performance, growth, and cost were addressed.
- NFS, iSCSI, CiFS, and Fibre Channel network protocols enabled unified storage with multi-network support.
- Capable of expanding to more than 576 TB of raw storage capacity.
- Affordable scalability— \$1500 per TB versus \$10-\$15K per TB for proprietary legacy storage solutions.

## System Configuration

- **StorageDirector Z Series, powered by Nexenta**
- **Dual Intel Xeon 5600 Series CPUs**
- **82GB DDR ECC Memory**
- **OS Drives—2x 146TB Seagate 10k RPM SAS Drives**
- **JBOD Expansion—16x 2TB Seagate 7200 RPM SAS Drives**
- **NexentaStor Enterprise 3.0**
- **Intel Extreme 32GB SSD Drives for the log**
- **Intel 80GB SSD (X25-M) for the cache**



Nexenta Systems is the leading supplier of enterprise-class OpenStorage solutions. Its flagship software-only platform, NexentaStor, delivers high-performance, ultra-scalable, cloud- and virtualization-optimized storage solutions.

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