



“SimpliVity offers the industry’s most complete solution by far. We disqualified all other vendors, including Nutanix and VMware VSAN, since they did not have the ‘complete set of storage services’ like SimpliVity.”

–VP, Global Head of IT Solutions, Fortune 50 Financial Services Firm

Introduction

A multibillion dollar global financial services company selected SimpliVity hyperconverged infrastructure as its IT infrastructure of choice. The SimpliVity solution improves data center agility and enables dramatic CAPEX and OPEX savings, while markedly improving application performance and availability. The firm expects to save \$100M over a five-year period by modernizing and unifying infrastructure, consolidating six global data centers down to three, built from the ground up to simplify operations and optimize power, space and cooling.

Business Challenge: Infrastructure Modernization, Consolidation and Data Protection

A series of corporate acquisitions left the financial services giant with a fractured multivendor IT environment scattered across six, non-optimized data centers. The disjointed collection of hundreds of independent compute, storage SAN, and data protection platforms was far too costly and complex to maintain and scale. And the data centers were located in sites with high energy costs. Expanding capacity meant deploying and configuring separate server and storage platforms—an expensive and drawn-out proposition. Introducing or upgrading applications, configuring backup policies, and troubleshooting and resolving problems was a time consuming, resource-intensive process involving numerous low-level administrative interfaces. And to make matters worse, the company was unable to meet its Recovery Point and Recovery Time Objectives with its inefficient legacy data protection solutions.

The Global Head of IT Solutions determined the time had come to fundamentally re-architect the firm’s global IT implementation from the ground up. Increasingly concerned with the legacy infrastructure’s excessive TCO and risks, and with the high “run costs” in the old data centers, the company initiated a transformation, modernization and consolidation program to radically improve the performance, reliability and economics

Fortune 50 Financial Services Firm Slashes TCO by 4x, Transforms Global Operations from Six Data Centers to Three and Mitigates Risks with SimpliVity

Challenges: Consolidate & modernize global data centers, eliminate cost & complexity, improve BC/DR, simplify operations

Key Applications: Microsoft Exchange, Microsoft SQL Server, Oracle Database, Web applications, VDI, core IT services, internally developed business applications

Solution: Global federation of 125 SimpliVity OmniStack with Cisco UCS systems

Benefits:

- Projected \$100M 5-year cost savings through CAPEX avoidance and OPEX reduction
- Ten-fold consolidation in rack space and simplification; 6 data centers reduced to 3 new data centers
- Elimination of €500,000 in power costs per year equating to eliminating 150 racks of equipment
- Elimination of dedicated storage platforms and special-purpose WAN optimization appliances
- Reliable business continuity and disaster recovery for 4000 VMs across three continents
- Simplified administration and unified management; IT staff freed up for “change” functions and innovation
- Superior application performance
- Simplified logistics: single point of contact for product procurement and support
- Straightforward deployment and expansion; building-block simplicity

of its IT infrastructure. After thoroughly evaluating a number of potential solutions, including options from Nutanix, EMC, HP, NetApp, Pure Storage and VMware, and executing an extensive proof-of-concept across three continents, the firm standardized on SimpliVity hyperconverged infrastructure on Cisco UCS servers for its next-generation data center platform.

"We put a couple of SimpliVity systems in the US, Europe and Asia and all of a sudden we have a global data platform. It's all based on VMware, it's all replicated and backed up, it's all optimized and de-duplicated. It's the whole package," explains the Global Head of IT Solutions. "Why would anyone buy anything other than this?"

SimpliVity Solution

SimpliVity OmniStack provides a scalable, modular 2U building block of x86 resources that offers all the functionality of traditional IT infrastructure—including compute, storage and data protection capabilities—in a single device, with a unified, VM-centric administrative interface. The firm is deploying 120 SimpliVity nodes in new, optimized data centers in Germany, Hong Kong, and Arizona, consolidating operations from six sites to three. The company standardized on SimpliVity OmniStack with Cisco UCS systems.

Benefits

The SimpliVity solution ensures high performance and availability for the company's business-critical applications and IT services, while slashing equipment costs and "run" functions, allowing IT staff to focus on "change" functions that support the firm's business initiatives. OmniStack performs inline data deduplication, compression and optimization on all data at inception across all phases of the data lifecycle, accelerating data replication and workload mobility, while conserving storage capacity and eliminating the need for specialized WAN optimization appliances. High availability configurations ensure continuous service in the event of equipment failures. And the solution's built-in data protection capabilities enable rapid service restoration across continents for disaster recovery.

For more information, visit:
www.simplivity.com

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"My number one concern is data protection and data efficiency," says the Global Head of IT Solutions. "With SimpliVity the data is compressed and optimized so we can replicate VMs and move workloads across global data centers very quickly and reliably. This gives us true data mobility."

SimpliVity's modular product design helps the company minimize upfront capital outlays, avoid stranded capacity, and tightly align operating expenses with business demands. OmniStack nodes can be added in building-block fashion to keep pace with growth without requiring the costly over-provisioning of legacy solutions. By eliminating IT sprawl and reducing complexity, the company expects to save \$100M in equipment, power, cooling, real estate and operational expenses over five years. "With SimpliVity, we are conservatively going to take one tenth of the real estate that we use today," states The Global Head of Operations." The hyperconverged solution also simplifies product procurement and support interactions by providing a single point of contact for all IT infrastructure functions including compute, storage, hypervisor and data protection.

OmniStack's VM-centric, global unified management capabilities help the firm streamline operations and improve IT service agility, while freeing up IT specialists to focus on business innovation. IT generalists can now clone, backup, move and restore VMs with just two or three mouse clicks using the familiar VMware vCenter console. Overall, the company plans to support 4000 VMs running business-critical applications on the new SimpliVity hyperconverged infrastructure.

The Global Head of Operations states, "We have an overarching philosophy that we've been driving for a number of years to reduce complexity. So we find that the more we can reduce, the more we can go with a single vendor, the more infrastructure and data services can be delivered from a single box and the more it looks like an appliance, the happier we end up being. That's our experience and SimpliVity fits in that model."

Powered by SimpliVity, the firm's new state-of-the-art data center will ensure superior performance, availability, economics and operational peace of mind for the company's business-critical applications and core IT services.