



ECOM ATLANTIC ACHIEVES HIGH- PERFORMANCE VIRTUAL STORAGE WITH NEXSAN

After virtualizing its critical business applications, large global coffee, cotton and cocoa merchant, Ecom Atlantic, needed a high-density solution to cost-effectively support its VMware-powered virtual servers and disaster recovery architecture.

CUSTOMER OVERVIEW

Ecom Atlantic, Inc., also globally known as Ecom Agroindustrial Corporation Ltd., has been in commodity trading for over 150 years, specializing in coffee, cotton and cocoa. The company has 40 offices worldwide and more than 3,000 employees. To support the data backbone for this global operation, Ecom has connected its offices with a worldwide network that is linked together with firewalls so that the company can support information flow and communication from one location to another, 24 x 7.

BUSINESS SITUATION

With rapid data growth, Ecom needed a high density storage solution to store the production data for its Microsoft SQL database, Lotus Notes email system and file storage using Fileshare, FTP server data. All of these systems have been virtualized using VMware and needed an efficient storage solution that offered enterprise-class performance without taking up much physical footprint in the company's small datacenter.

In addition, the company needed to shore up its disaster recovery (DR) strategy with a reliable secondary storage device housed in its offsite data center. Key criterion for its DR strategy was to optimize rented rack space in its offsite facility to minimize data center costs.

“Our previous network storage device was the same physical size as the Nexsan SASBeast, but it had one tenth the capacity. And, we were always fearful of its reliability and performance. The Nexsan solution delivered the high density we needed along with the virtualization-ready features required to support our VMware infrastructure.”

WILLA ZANDI
DIRECTOR OF IT, ECOM ATLANTIC



CASESTUDY

ENVIRONMENT

- Up to 50TB of production data
- Two Nexsan SASBeasts, one onsite for primary data protection and one offsite for disaster recovery
- VMware infrastructure
- Microsoft SQL database
- Lotus Notes email system

SASBEAST BENEFITS

- Up to 25.2 TB in only 4U
- Reduced energy costs up to 60%
- Includes both fibre channel and iSCSI interfaces
- High I/O per second and MB/s performance

SASBEAST DELIVERS

- **Enterprise-class features** – Featuring Nexsan's Flexible Storage Platform™, SASBeast offers advanced storage features and is virtualization-ready.
- **High performance** – The perfect choice for transactional and/or database intensive applications.
- **Flexible high capacity** – Offers the ability to mix SAS, SSD and SATA disks in the same SASBeast chassis so separate storage tiers can be offered for different applications.

"For us, the Nexsan product was the right price point and the right size which helped us save on the rental of rack space at our offsite facility. Because it worked so well in our own data center it made sense to expand it to others." Willa Zandi, Director of IT, Ecom Atlantic

"For us, Nexsan provides the needed performance and density to help us operate at maximum efficiency while benefitting from the systems' very high density and reliability. Outside of products, we found our experience in working with Nexsan very pleasant." Willa Zandi, Director of IT, Ecom Atlantic

"Before moving to Nexsan, Ecom Atlantic was dependent upon an aging storage solution that was far behind in terms of capacity and features," said Lisa Mehl, President, DKAMSI. "They were always fearful of the system's reliability and performance, but with their new solution in place, their environment has never operated so efficiently."

NEXSAN SASBEAST STORAGE SYSTEM

Ecom Atlantic initially selected a Nexsan SASBeast for its primary storage requirements and was impressed with its performance, virtualization-ready features and high density. In fact, it offered 10 times more capacity than its previous storage solution, in the same physical footprint.

A member of the Flexible Storage Platform™, the Nexsan SASBeast is a high-capacity, high-performance, enterprise-class storage array system ideal for transactional applications that demand high I/O per second. With its storage density of 25.2TB offered in a 4U configuration, the Nexsan SASBeast has the ability to scale to hundreds of terabytes of capacity in a single rack. With 42 high-speed SAS drives, it's perfectly optimized for Ecom's VMware-powered virtual infrastructure.

RESULTS

After seeing the SASBeast's high density and high performance in action for its primary data, it soon opted to deploy an identical solution in its offsite datacenter to meet its disaster recovery requirements. Now, the company saves on rented rack space costs, while assuring streamlined data protection for both the primary and secondary data in its VMware-centric environment.