



# CLOUD STORAGE PROVIDER SAVES COSTS WITH NEXSAN EFFICIENCY AND RELIABILITY

The high cost of rack space led services provider, Mentora, to search for a new storage solution with a smaller footprint. The new storage solution needed to provide higher availability and reliability and handle mixed workloads for both backup and their private virtual platform.



CASESTUDY

## CUSTOMER OVERVIEW

Mentora provides testing, tuning and hosting services for revenue-driving, business-critical systems such as Oracle databases and healthcare ERP, as well as for Websphere MW and Citrix technologies. The company also hosts and manages enterprise applications in areas such as insurance and publishing. Mentora architects, builds and maintains customer environments at its top-tier data centers in Atlanta, Dallas and Washington, D.C., and delivers services nationwide to medium-sized and large businesses.

## BUSINESS CHALLENGE: Making the Most of Rack Space

Mentora backs up hundreds of terabytes of data per month for multiple customers. Prior to Nexsan, its storage systems employed power-hungry, off-the-shelf controllers that took up a great deal of expensive rack space and did not live up to performance expectations. The company needed a cost-effective storage solution that would consolidate arrays, provide very high disk I/O and offer the level of service it needed.

“We use top-tier facilities, which come at a premium price, and we needed to make the most of those facilities,” said Andrey Dmitriev, Director, Hosting Operations, at Mentora. “With space at a premium, we were looking for something that would allow us to consolidate all those arrays. That meant a storage solution that offered higher disk density as well as high availability, while providing the best value for us and our customers.”

## SOLUTION: Space-Efficient, Reliable, Flexible Storage Solutions from Nexsan

Mentora chose Nexsan storage systems to save valuable rack space in its data centers, but a smaller footprint, while a driving factor in the company’s decision, was not the only factor. As a service provider, the company needed an affordable, enterprise-class solution that could provide reliable, flexible, high-capacity and highly available storage. The solution also needed to handle high-speed backup and provide the level of service it needed.

Today, Mentora’s Nexsan storage solution includes multiple 42 disk SATABeasts that are used primarily for backup. The company also employs a SASBeast, high-capacity, high-performance, enterprise-class array system to build out its private virtual platform.

“As a service provider, Mentora needs affordable enterprise-class solutions that can fill a wide variety of needs for many different customers,” said Dmitriev. “With its range of products, Nexsan gives us the flexibility to meet those needs exactly, and its compact products enable us to make the most of expensive rack space.”

## THE BEAST UNLEASHED

SATA/SASBeast from Nexsan is an extreme density, energy efficient storage array designed to meet the challenges of the most demanding storage environments. Featuring both Fibre Channel and iSCSI connectivity, SATABeast provides unmatched flexibility along with enterprise-class features, performance and proven reliability.

- Employs Nexsan's revolutionary AutoMAID® [Automatic Massive Array of Idle Disks] energy-saving technology, reducing power consumption and operational costs.
- Supports standard high performance RAID implementations for back up, VTL [Virtual Tape Library] and archiving applications with SATA. SAS utilization for primary applications.
- Utilizes dual RAID engines on each SATABeast controller to provide extremely high throughput across 42 spindles.
- Offers high availability features including continuous background integrity scans to ensure drive health and data accessibility.
- Each component is fully redundant and hot swappable with each controller featuring full cache coherency to maintain data integrity even in the event of a power loss.

## RESULTS:

### Compact Solution from Nexsan Saves Rack Space and Provides Reliable, Flexible Storage

Nexsan storage systems not only make far better use of rack space but also provide Mentora with other important advantages:

- **Reliability** - During the three years Mentora has been running Nexsan systems, the disk failure rate has been far lower than that of other arrays. In addition, the company has never experienced problems with firmware upgrades.
- **Flexibility** - A customer may have different workloads in its environment, such as a database workload, a file system workload and virtual machines that require different speeds and different capacities. Nexsan allows Mentora to handle all of these requirements in a single chassis.
- **Ease-of-Use** - Mentora found it very easy to deploy and manage its Nexsan systems using Nexsan's browser-based administration tools, which require no special host plug-ins.
- **Cost Effectiveness** - Other vendors offer high availability, high performance or high capacity, but they usually offer these capabilities at a much higher price. Nexsan storage systems offer all of these advantages at a competitive price.

"Our high-capacity Nexsan storage systems allow us to back up a hundred megabytes per second, and do so in a relatively small rack space," said Dmitriev. "Once we started using the Nexsan products, we realized they let you do things that many other products can't do. You can mix drives of different speeds in the same chassis, allowing you to have multiple application workloads running in a very efficient form factor. You can also have different levels of access with Fibre Channel and iSCSI. With such a flexible solution Nexsan products truly deliver the best bang for the buck."

## ABOUT MENTORA

For more information on Mentora Group, visit [www.mentora.com](http://www.mentora.com).