

REDSTOR FINDS STORAGE TO MEET ALL THEIR CLOUD SERVICE OBJECTIVES

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CUSTOMER OVERVIEW

Founded in 1998, Redstor is a leading provider of cloud services and data protection solutions in the UK. Today, Redstor's business spans three principal areas: solving storage issues for businesses; remotely managing clients' own data and delivering cloud services to organisations either directly or through partners. Redstor backs up the data from thousands of customers daily to Nexsan storage.

BUSINESS CHALLENGE: Making the Most of Rack Space

Prior to introducing Nexsan, Redstor was a single vendor solution using relatively expensive mid-range arrays for both primary and secondary data centers. Redstor's goals were to maximize the capacity available for a limited footprint and to minimize the environmental impact without compromising performance. Redstor introduced Nexsan at the secondary data center in a change of strategy to involve multiple vendors.

Paul Esson, Senior Consultant at Redstor, said: "We have been using Nexsan for the past 18 months and are pleasantly surprised by the reliability and performance of the product. As we did not have a lot of prior familiarity with Nexsan, we first used it at our secondary data. But today the product speaks for itself. Nexsan is very much at the forefront of our mind when considering storage purchases."

SOLUTION:

Space-Efficient, Reliable, Flexible Storage Solutions from Nexsan

As a cloud services and data protection provider, Redstor chose Nexsan because it met all of Redstor's objectives by delivering high performance, efficiency (high-density and high-capacity with lower power consumption) and a level of service at a very competitive price.

The high-density design of Nexsan storage offers exceptional performance and capacity in a 4U chassis and enables Redstor to address continual demand for additional storage capacity in a facility with limited space while reducing environmental impact.

- 5 SATABeasts
- 1 SATABoy



CASESTUDY

NEX2VM 1000

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, to greatly reduce power consumption and operational costs by up to 60%.
- Supports standard high performance RAID implementations for backup, 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 Redstor with other important advantages:

- **Reliability:** During the past 18 months, Redstor has been running Nexsan systems with a far lower disk failure rate than that of other vendors. Nexsan's support services are timely and effective.
- **Flexibility:** Nexsan enables Redstor to address continual demand for additional storage capacity in a relatively small footprint with reduced environmental impact
- **Ease-of-Use:** Nexsan's Storage Manager Interface is simple and intuitive enabling a quick initial configuration during the setup phase. Nexsan's browser-based administration tools require no special host plug-ins.
- **Cost Effectiveness:** Other vendors offer high availability, high performance but at a much higher price. Nexsan storage systems offer all of these advantages with an acceptable blend of quality and functionality at a very reasonable price.

FUTURE PERSPECTIVES

Redstor is now offering Nexsan solutions to its customers and is also considering the potential of Nexsan's NAS offering to help further consolidate its cloud services infrastructure.

“Nexsan storage systems have predictable behavior and are reliable with high-density, high-capacity and relatively low-cost storage that really performs. Such qualities are a good fit with Redstor's business model for cloud services,” said Paul Esson. “I'd recommend other IT organizations to take a closer look, they'll be impressed by Nexsan's offerings and price points.”

CASE STUDY

PAUL ESSON

SENIOR CONSULTANT, REDSTOR