CASE STUDY

Green Cloud Grows Its Business with Tintri VMstore™

VMstore

Green Cloud is a cloud service provider which was recognized in 2015 as the fastest growing business in all of South Carolina.

The Challenge: Needed Consistent Storage for Indeterminate Workloads

As a channel-led cloud service provider, Green Cloud serves numerous resellers, who in turn serve hundreds of end customers. Green Cloud faced a challenge with indeterminate workloads—meaning they rarely knew what workloads those end customers would be adding or modifying next, or how demands on performance would vary. To ensure smooth operation (and maintain their reputation), Green Cloud had to obsess about storage, including dedicating two storage experts to work full-time managing their storage footprint.

The Solution: Tintri VMstore

While testing their first Tintri VMstore system, Green Cloud's legacy SAN solution experienced a significant failure. They were in a jam—forced to immediately move production workloads to their Tintri VMstore PoC. It performed flawlessly.

Eric Hester is Co-Founder and VP Engineering at Green Cloud. "We're always suspicious of new technologies—it's our job to try and break them. From day one, Tintri VM-aware storage has simply worked," he reported.

The Results: Guaranteed Performance, Ease of Management

Tintri VMstore handles Green Cloud's workloads by assigning each virtual machine its own lane. Green Cloud can even offer different service tiers on a single Tintri VMstore system with per-VM QoS.

Green Cloud no longer needs dedicated storage experts to manage its VMstore footprint. "Our VMware admins manage our Tintri VMstores with very little effort."

As an employee-owned business that differentiates itself on exceptional service, Green Cloud also found that Tintri's hands-on team and eagerness to collaborate on product development to be kismet. "VMstore doesn't paper over performance issues like other all-flash storage. It solves the fundamental problem, and that matters to our business," said Hester. "Storage isn't the focus of our team meetings any longer. Instead we spend our time on strategic projects, and finding ways to better serve our customers."

Experience Different! For more information on how Tintri VMstore can turbo-charge your business success through a simple, Intelligent Infrastructure, visit tintri.com/vmstore.

Challenges

- Need consistent performance for indeterminate workloads
- Required two expert staff to maintain system

Solution

- Tintri VMstore

Results

- Can offer different service tiers on a single system
- Dedicated expert management staff no longer needed

> "Our business has grown 20x over the past few years, but Tintri allows us to manage our storage footprint in a fraction of the time we used to spend."

Eric Hester, Co-Founder and VP Engineering, Green Cloud

Tintri
Intelligent Infrastructure

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