LifeNet Health Improves Its Ability to Save Lives, Give Hope with Tintri VMstore™

VMstore

Virginia-based LifeNet Health is a non-profit global leader in regenerative medicine and the world's largest provider of allograft bio-implants and organs for transplantation. Founded in 1982 as Eastern Virginia Tissue Bank (EVTB), LifeNet Health helps to save lives, restore health and give hope to thousands of patients each year. It is the world's most trusted provider of transplant solutions, from organ procurement to new innovations to bio-implant technologies and cellular therapies—a leader in the field of regenerative medicine, while always honoring the donors and healthcare professionals that allow the healing process.

"We are a community of individuals with a common purpose—to serve others by being good stewards of a precious gift offered to those in need," stated Don Pritchard, Vice President of LifeNet Health. "We value those who give, offering others the chance to live life to its fullest through organ and tissue transplantation." LifeNet is able to accomplish its noble mission by relying on a strong network of medical and technology partnerships, implementing a planned growth strategy, and the promotion of IT and operational efficiency and innovation throughout the organization.

The Challenge: Providing Remote Staff with Access to Real-Time Information

"Our company saves lives. That's the reason why I joined LifeNet Health," stated Terry Tso, Director of Technical Operations at LifeNet Health. "Our goal in IT is to provide the systems and applications that will enable our employees to complete their assignments quickly and easily. One of the ways we have accomplished that goal was through our recent deployment of smart devices. LifeNet's remote recovery staff are now more engaged with information in real-time, as opposed to obtaining it via fax, paper, or other traditional analog ways. With organ donation and tissue transplant services, fast access to data is critical. If we can simplify and speed information flow, we can improve the delivery of care and services to our transplant patients—ultimately saving the lives of patients who need tissue grafts or organ transplants."

LifeNet Health has grown very rapidly since its inception in 1982, now employing over 700 health care and business professionals, supported by a team of twenty IT professionals. "Due to the large amount of growth over the last five years, the demand for data and real-time information had surpassed the useful life of our data center storage," Tso explained. "Our applications were starting to exhibit a lot of performance and latency issues, resulting in poor application response times for our remote employees. Our remote recovery staff employees are tasked with placing orders and receiving donor information using our suite of SAP applications. After analyzing our current IT environment, we determined the cause of the slowdowns was our existing storage environment. We knew it was time for an upgrade."

The Solution: Tintri VMstore T650

Tso and his team started looking for a new storage solution that could fix LifeNet Health's application latency issues. In addition to Tintri VMstore, Tso also looked at solutions from Pure Storage, NetApp, and Dell. "We were first introduced to VMstore at a VMware conference," Tso explained. "The demo was very impressive. The first thing we noticed was VMstore's tight integration with virtual environments. We liked the visibility VMstore could provide into our entire storage environment, with its application- and VM-aware design. And, the second area where VMstore surpassed the competitors was its high performance in virtual environments."

LifeNet Health purchased a Tintri VMstore T650 and immediately moved the company's 8TB SAP instance over. "Our SAP environment really started humming as soon as we moved it over to VMstore," Tso reported. "The deployment was very straightforward. In the past we had to utilize consultants to help us deploy and configure our storage systems. But with VMstore, we were able to migrate without any additional help. They were able to easily and quickly deploy the VMstore units without any specialized training."

Challenges

- Insufficient IOPS VDI environment
- Existing storage platform was difficult to manage and provided limited visibility
- Needed to run reports at night to avoid impacting production servers

Solution

- Tintri VMstore T650

Results

- Increased visibility and manageability of storage environment
- Speeded exchange of key information with remote personnel
- Cut the time to create reports from hours to minutes

Tintri
Intelligent Infrastructure

The Result: Easier Management and Faster Reporting

Storage management is far less complex with Tintri VMstore, according to Tso. "It's much easier to access storage statistics with VMstore. It used to take hours to determine how we were utilizing our SAN. With VMstore, we now have a single pane of glass into our environment. It's easy to use, and I can immediately see what's going on in real-time, including how many days it will be until our storage system fills up. That's a great metric for capacity planning. Creating reports is also simple and amazingly fast. There's an inventory report we used to have to run at night because it took several hours and impacted our production systems. With VMstore, that report now runs in minutes. We are really happy with VMstore and are getting ready to buy another unit very soon for future growth. We are also looking at adding a third unit for replication at our DR site."

"When we first chose VMstore, it wasn't just for its high performance and tight integration with VMware, it was also for its unsurpassed ease of use," concluded Tso. "VMstore has enabled us to increase VDI performance, spend less time managing our storage, and devote more time to improving end-user access to our key IT applications and services. With the extreme time-sensitivity of tissue banking and organ donation services, speeding the interchange of key information to and from our remote recovery staff directly impacts our ability to save lives."

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> *Terry Tso, Director of Technical Operations, LifeNet Health*

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

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