Root surprises customers with unprecedented speed on Tintri storage

ROOT

"We have lots of customers that came to us and said, 'Hey! You changed something!' Correct—we have fast storage now. Our end users noticed the highly improved performance with Tintri."

Johnny Wiersma, Senior Engineer, Root.nl

- VMware vSphere, OpenNebula

Virtualization-aware storage lets Root put all its virtual workloads on Tintri, enabling Root to offer replication on a per-customer basis.

Previous Pain

With its older Dell EqualLogic storage systems, Root wasn't getting the performance it needed to deliver to more demanding customers at lower cost. "We had almost no insight into what VMs were doing on the storage," said Wiersma, and it was also LUN-based and volume-based. So it wasn't very good, when almost everything was virtualized."

Decision: Purchase a new storage platform.

A-ha moment

"With Tintri, the ease of installation was a main point. After comparing it with other storage vendors, the choice was a no-brainer. Within hours I had a complete working scenario with replication and other actions possible, including firmware updates on the controllers. We can now offer our customers lower RPO's and RTO's. Very easy, and with good support."

3 big wins

Latency

"Latency is much better. It's very fast now. Everyone's noticed the difference. I have lots of customers that came to us and said, 'Hey! You changed something!' Correct—we have fast storage now."

Performance

"We have some customers who ask for SSD performance, or better SSD storage—mainly programmers. Now, we can offer SSD storage within the Tintri."

Speed

"The situation was, it'd take minutes to deploy a new virtual machine. Now, with Tintri, it's seconds. Customers can deploy VMs themselves, and they've noticed, too. We can see that in the increasing number of VMs they deploy every day."

Edwin Pultrum, Sales Consultant, and Johnny Wiersma, Senior Engineer, manage the IT infrastructure for Root, a cloud service provider in the Netherlands.