

Iver Increases their Tintri Footprint by Over 25%

One of the largest IT Service Providers in Sweden grows their business with Tintri

"I feel calm and relaxed," replied Magnus Österlund, Solution Specialist at Iver, when asked about his experience with Tintri over the past 4 years. *"I know that all VMs are running at optimal performance."* Iver is one of the largest IT service providers in Sweden, a result of the recent merger between DGC IT, Candidator, Solid Park, and Exeo. Solid Park was an early customer of Tintri, and their continued success has led to Tintri Proof of Concept units and installations across the other groups at Iver.

The Nightmare Before Tintri

In 2014, the team at then-Solid Park decided that they needed to replace their traditional network storage systems with a solution that was truly VM-aware. Österlund described their "Before Tintri" situation: having to turn to his manager for latency information every time he needed it, having to schedule training and education for network admins, and basically dealing with highly complex systems that required too much time, resources, and effort to manage. Even worse were the firmware upgrades which caused additional problems.

They went on to test several solutions before deciding that Tintri was the best of the lot.

The Tintri Difference

They first noticed a huge difference in performance. *"There are still no other systems that perform like Tintri,"* says Thomas Spindler, Business Development Manager at Iver. *"We founded Solid Park fourteen years ago in 2005. This year, 2019, is the first time ever that we did a support renewal of a storage solution. That hasn't happened before. We always replaced storage with new boxes. Tintri performance is still topnotch after 4 years, even in the first hybrids we purchased."*

"And [the Tintris] are still running circles around similar systems from other vendors which are new," adds Österlund. He says he found a better use case for the legacy boxes, donating them to the fishermen in Sweden to use as anchors.

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Customer Stories

Österlund described a story that keeps repeating itself:

- Soon after Iver (then-Solid Park) installed the first Tintri hybrids, many of their customers called and said, *"Whatever you have done, don't touch anything because it's never been as fast as it is now."*
- When Solid Park/Iver acquired another IT service provider, Exeo, they sent them one Tintri hybrid array for testing. Exeo migrated their customers onto the Tintri and two customers immediately called to say, *"Whatever you have done, don't touch anything; performance is the best it's ever been."* Exeo Head of Support Services, Björn Persson, also reported that the

number of service tickets was drastically reduced after they moved the customer servers onto the Tintri box.

Disaster Recovery and Backup: One of Iver's healthcare customers in Florida had traditional network storage appliances with SATA disks resulting in a problem with synchronization back to Sweden. The disaster recovery and backup synchronization for the past four years were never fully completed. Österlund managed a workaround in manually copying data out to local home use storage boxes, just a few hours before hurricanes made landfall. This turned out to be too stressful and cumbersome; and definitely a last resort versus a sustainable solution.

Österlund proposed a Tintri all-flash array with Tintri Replication and Cloud Connector with S3 to Amazon US. This activated replication from Florida back to Stockholm over a normal internet connection.

Once the baseline was replicated, there was no problem doing several incremental replications per day, four times a day, from Florida to Sweden as well as to S3. It worked very well and did not affect the production environment in Florida. "Tintri Replication is outstanding," he concludes.

Cost Savings, Ease of Use, and Simple Management

- No third-party replication
- Current storage solution is 3x bigger than when they started but the original 2 storage admins can still manage it well; no additional headcount needed
- Service desk requests can actually be completed by the service desk now, versus requiring third line network storage managers
- Iver offers both S3 (Own Swedish On Premise) and Tintri Replication Destination as a Service for end user customers

Environment

- VMware vSphere
- 16,000 VMs, currently 2,000 on Tintri
- Tintri Global Center (TGC)
- Current Number of VMstores: 11 in production, 5 Proof of Concept