Infused Innovations Moves Enterprise Apps, Managed Services to Tintri VMstore™ Systems

VMstore

Infused Innovations is a technology consulting and managed services provider based in New England. The company designs and implements technology solutions for a wide variety of corporate customers, educational institutions, healthcare agencies, and non-profit organizations across the United States.

The Challenge: Optimize Performance and Capacity for On-Premises and Hosted Cloud Deployments

Infused Innovations was looking for a storage solution that was easier for their clients to deploy and manage. One that would help simplify capacity planning, reduce bottlenecks and enable cost-effective disaster recovery.

"Our focus is on providing strategic value to all of our customers—not just recommending whatever product or vendor we happened to be aligned with at the moment," stated Jeffrey Wilhelm, President and CEO of Infused Innovations. "Our goal is to become an integral part of our customers' technology teams, helping them make the right technology decisions that will align their IT operations with their company's business challenges."

The Solution: Tintri VMstore Intelligent Infrastructure

Infused Innovations purchased its first Tintri VMstore system in 2013 for all internal enterprise workloads. VMstore is now being used for all of its internal enterprise applications, and more than half of all client on-premises workloads and cloud services. "We started with a few hybrid flash systems and then moved up to the all-flash systems," said Wilhelm. "As soon as we realized how easy it was to implement VMstore and saw the power of the platform, we asked ourselves, 'Why are we selling any other storage to our customers, since VMstore makes much more sense?'"

Infused Innovations offers both on-premises and public cloud service options for its clients. "Some of our customers have chosen our cloud service for their primary workloads," explained Wilhelm. "Others prefer to have their own on-premises infrastructure, but use our cloud for business continuity and disaster recovery. By using our cloud as their DR target, they get all of the benefits of VMstore's native replication to the cloud without having to buy their own infrastructure for disaster recovery."

The Results: Automated VM Optimization, Faster Deployment and Simpler Management

Automatically Balancing VMs

Infused Innovations is using VMstore VM Scale-out, included with Tintri Global Center's Advanced version, to create resource pools of VMstore storage systems and intelligently optimize the location of every application across those pools. "One of the 'pros' of VMstore is that every time you add an additional storage system or shelf, you're also adding a lot of caching, SSD, and CPU to the environment. VM Scale-out in Global Center enables you to view and manage everything automatically and allow for predictive moving of VMs."

Faster Implementation

Before moving to VMstore, storage deployments used to consume multiple hours. "VMstore is amazingly easy to implement," noted Wilhelm. "It takes just 30 minutes from unboxing the array to when it's available for use."

Challenge

- Infused Innovations needed a higher performance storage solution that was easier to manage for internal and customer enterprise applications

Solution

- Tintri VMstore hybrid and all-flash systems
- Tintri Global Center Advanced
- VM Scale-out for broad visibility and automated management

Results

- 80% less storage management effort
- Reduced storage deployment time from several hours to 30 minutes
- Optimized performance and capacity utilization using VM Scale-out to automatically balance VMs

Tintri
Intelligent Infrastructure

Simpler Management

Infused Innovations is using Tintri Global Center (TGC) to manage its all-flash and hybrid systems. TGC delivers intelligent data and system management that assists administrators in policing their infrastructure, simplifying capacity planning, visualizing resource utilization, reducing bottlenecks in the IT network outside of the storage system, and enabling policy management and enforcement. "The fact that there are no LUNs or volumes to manage with VMstore is really great— it's just one big NFS volume. VMstore also has native VAAI integration with VMware, which means that a lot of the tasks that you would normally need to perform are offloaded to the arrays, so there are a lot of important performance benefits and time savings there as well."

Infused Innovations noted the difference between standard infrastructure and intelligent infrastructure. "Traditional storage solutions consume a lot of IT time," Wilhelm said. "One of our customers has a team of six IT admins that just manage their EMC VMAX and NetApp systems. Had they gone with Tintri, they could have reallocated 4-5 of those IT specialists to focus on providing additional value to the business in more strategic ways. With TGC, we can manage our entire environment from a simple web browser with a single pane of glass, and everything just works—we don't have to struggle with all of the set up that comes with traditional storage arrays anymore. By moving to Tintri VMstore, we are spending 80% less time managing our infrastructure."

Tintri Global Center and VM Scale-out also provide the ability to easily configure QoS on multiple arrays. "VM Scale-out lets us set up replication, create backups, and set snapshot schedules across an entire group of arrays," explained Wilhelm. "Then if we ever move that VM to another array, all of the metadata goes along with it. It also tells us when we are getting below a given threshold for latency or flash hits, or are running out of space for snapshotting, which is very useful."

Future Plans

Over half of Infused Innovations' customers are now running on Tintri VMstore, while the rest are still on standard infrastructure. "That's not to say that the other 50% of our clients aren't interested in Tintri, it's more a factor of timing and where they are in their purchasing cycles," noted Wilhelm. "My team currently manages 30+ VMstore systems and that number is growing rapidly. By using VM Scale-out, we have been able to reduce our large VM migrations from hours to minutes. With VMstore, storage is no longer something we have to worry about, it's just something that works. Tintri is providing us with peace of mind so we can focus on bringing greater value to all of our customers."

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

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>
> *Jeffrey Wilhelm, President and CEO of Infused Innovations*

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