



XtraDesktop is an IT service provider that hosts, deploys, and manages a highly successful VMware Horizon desktop-as-a-service (DaaS) offering. XtraDesktop delivers their service only through a partner channel and makes their partners more successful with this solution. The company was

founded in 2013 in The Netherlands, and joined Egroup Investments in 2017. Egroup is the parent company of Uniserver, one of the biggest cloud providers and VMware partners in The Netherlands.

The Challenges: Existing Storage Systems Were Too Complex to Manage and Difficult to Scale

XtraDesktop had originally deployed its DaaS service using Atlantis ILIO—a 100% software solution for optimizing virtual desktops—with Dell EqualLogic storage systems. “We put 100 desktops on each Atlantis ILIO instance,” explained Marco Broeken, Chief Technology Officer at XtraDesktop. “Our biggest challenge with that solution was scalability. Since we were limited by the number of desktops we could put on each volume, we had to provision another storage appliance every time we added a new partner or group of desktops. The environment became far too complex from a management perspective. Since our company was growing rapidly, we knew it was time to implement a more powerful infrastructure solution that would make it easier to scale and manage our DaaS service.”

The Solution: Tintri VMstore T820 and T850

Broeken admitted that he didn’t look at any other technology solutions before choosing VMstore. “We always knew that our original solution wouldn’t be able to scale to the size we needed as our business expanded,” Broeken said. “I had been following Tintri for several years, so I already knew that their systems would be perfect for us. We didn’t bother running a POC with any other vendor, since none of the other solutions even came close to the flexibility and manageability of the VMstore systems.”

XtraDesktop purchased a VMstore for its DaaS production and testing workloads in 2016. After seeing how well VMstore performed on those workloads, they purchased another VMstore to provide additional capacity for a new 2,000-VM environment in 2017.

The Results: Streamlined Management and Faster Onboarding of New Client Desktops

“VMstore provides deeper insights into all of our VMs, with comprehensive statistics on latency, throughput, and IOPS,” explained Broeken. “By moving to VMstore, we have been able to eliminate the ‘noisy neighbor’ problem when running multiple workloads on the same system, since VMstore’s QoS guarantees that all of our VMs will have enough performance. With full visibility into each VM, we can now troubleshoot any performance issues quite easily. This has improved the quality of service we are delivering to our partners.”

XtraDesktop’s IT team has already deployed 717 VMware Horizon desktops on the VMstore T820 system. The system is running at 56% capacity, and 99.67% of I/O is coming from flash with an average latency of only 0.72ms. “We can host 2,000 VMs on one VMstore T850 unit,” Broeken reported. “That’s the perfect size for our desktop solution. From a scaling perspective, that means we can deploy a much higher number of desktops without having to make additional investments into new infrastructure. The number of desktops per rack is exactly the sweet spot for us. It allows our partners to become more scalable as well.”

“By using Tintri Analytics, we can accurately predict when we’ll run out of capacity, giving us advance notice of when we will need new systems,” noted Broeken. “Our admins can easily

Challenges

- Existing storage systems were too complex to manage and difficult to scale

Solution

- Tintri VMstore T820 and T850

Results

- Reduced storage management from several hours/week to almost zero
- Cut the time needed to onboard new partners from weeks to just a few days
- Gained the ability to improve DaaS offering with deeper insights into latency, throughput, and IOPS
- Enabled fast and easy linear scalability

learn how to use VMstore with just hands-on experience—we don't need to send them to vendor training sessions to understand the environment. As a result, ongoing management has dropped from several hours per week with the previous solution, to nearly zero with VMstore."

"By moving to VMstore, we are now able to onboard new partners much faster, increasing customer satisfaction." Broeken said. "With our previous solution, we had to figure out how many customers we could host on a certain storage VM. With VMstore, it's a no-brainer. We developed a block which contains capacity for 2,000 VMs. It's like a blade chassis, with the VMstore below it. We're now able to quickly scale out on a per-block or POD basis. If we need another 2,000 VMs, we simply add another block. We plan to use VMstore for all of our production workloads going forward," concluded Broeken.

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*Marco Broeken, Chief Technology Officer,
XtraDesktop BV*

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