

CASE STUDY

Avnet Technology Solutions Establishes Strong Tintri Storage Partnership

VMstore



As a leading distributor of IT solutions in more than seventy countries, Australia's Avnet Technology Solutions (ATS) improves how technology products and services are defined and delivered to businesses worldwide. "We started out as a traditional distribution company, but we

are now offering a much wider range of products and services to our customers—including hosted cloud, Internet of Things (IoT), data analytics, next-generation security, and networking solutions," noted Louise Bramston, Director of Marketing and Customer Experience at Avnet Technology Solutions.

The Challenges: Looking for a Distribution Partner

ATS had been using and reselling a variety of standard infrastructure storage systems before moving to the VMstore. "VMstore first came to our attention in 2014 when we were reviewing new products for distribution," said Spiro Socratous, Enterprise Systems Business Manager at Avnet Technology Solutions. "Tintri provided us with an evaluation unit that we staged in our lab. After thoroughly testing the VMstore systems for a few months, we knew we wanted to become a Tintri distributor. Tintri had the best product out there at that time, and they still do." The difference between standard infrastructure and Intelligent Infrastructure offered by Tintri sealed the deal.

The Solution: Tintri Global Center and Tintri VMstore

In addition to becoming a Tintri partner and distributor, ATS also bought three VMstore units for its internal customer hosting services. ATS's IT team has now deployed over 800 virtual hosts across the three VMstore units. "The value that VMstore offers to our internal cloud service business is unmatched by any other storage platform," Socratous stated. "What originally convinced us to go with VMstore was its ease-of-use. The VMstore platform is incredibly simple to deploy, and no storage specialists are needed to manage the environment on a day to day basis. Ten of our systems engineers have completed the online VMstore certification training. One of our admins reported back that it's the best IT infrastructure in terms of simplicity he has ever worked with. In addition to its ease of use, VMstore comes with extremely valuable compression features and a built-in monitoring platform that provides in-depth utilization and performance information for every virtual machine that resides on it."

"Tintri Global Center is a very intuitive management interface," Socratous reported. "It provides a single pane-of-glass view into VM-level statistics from all of our devices. It makes it very easy to get point-in-time data, whether it's latency or IOPS. We tried to get performance data on each virtual machine from our hypervisors and the other tools before Global Center, but we could only see the storage as a whole and couldn't determine the source of any performance problems. With Tintri Global Center, we can get storage statistics at the virtual machine level. As a result, we're spending about half as much time managing the systems as with our previous environment."

The Results: Faster, Easier Management Across Clients; Reliable Products to Distribute

ATS is using the Service Group feature in Tintri Global Center to set up different tiers of storage for its hosted cloud service customers. "Tintri Global Center has enabled us to set up three different tiers of storage to meet our clients' varying performance needs," Socratous said. "This provides our customers with much more flexibility and control over costs when ordering storage, and enables us to differentiate our service offerings from those of other IT providers."

Tintri Global Center's VM-level visibility makes troubleshooting a breeze, according to Socratous. "Our support team uses the Granular Reporting feature to check virtual server performance on each disk. That information enables us to pinpoint any client issues with disk

Challenges

- Looking for quality product to distribute to clients
- In need of reliable in-house storage systems

Solution

- Tintri VMstore™

Results

- Flexibility and control over costs
- Three tiers of hosted cloud storage to offer clients
- Easy troubleshooting capability



latency. We can easily create graphs to show to our clients, and quickly move their VM servers to a higher QoS tier if more performance is needed."

"Everything is working out so well that we're now forming a separate business unit just for our VMstore systems," Socratous concluded. "Becoming a Tintri distributor was an excellent decision for our company. We are looking forward to a long and mutually beneficial partnership with Tintri well into the future."

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Spiro Socratous, Enterprise Systems Business Manager, Avnet Technology Solutions ANZ

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