



## CASE STUDY

# Stellar Results for Virtually Every IT Challenge

## Overview

StarNet Solutions, Inc. is a leading IT integrator in the New Jersey area. For over 20 years, StarNet Solutions has helped tens of thousands of customers overcome their IT challenges by providing in-depth, technical consulting for all types of computer networking from server installations and support to the deployment of corporate LANs and WANs. StarNet Solutions prides itself on its stellar reputation for consulting clients and installing and managing the best technology for each environment's specific requirements.

"Ultimately, we get customers out of binds," said Lou Melograna, Chief Technology Officer of StarNet Solutions. "Oftentimes, we are brought in to fix a nightmare that no one else can fix – and we are really good at doing so with the right technology and vendor."

## The Challenge: Storage Management for a Range of Business Industries

StarNet Solutions supports a range of customers running virtualized infrastructures in industries such as healthcare, government, education, retail, finance, and more. However, over many years of consulting, Melograna found customers were not running their systems optimally due to outdated storage systems and underperforming technologies.

"Most often, the best solution to solve my clients' problems is to replace their current storage solution, which tends to be the root cause of their infrastructure issues," he said.

From upgrades to swap outs, there was one vendor whose technology always proved to perform – Tintri's VMstore for any virtualized environment.

## The Solution: The Cutting-edge and Highly Adaptive Tintri VMstore

The VMstore T7000 Series is the industry's first AI-driven NVMe storage system to autonomously optimize performance and balance workloads across a scale-out infrastructure. Its purpose-built file system is unlike any other, providing integration, visibility, analytics, and data protection at the managed object level such as VMs and databases, eliminating manually managed storage constructs such as LUNs or volumes.

Melograna works with many technology vendor partners. However, based on his experience with VMstore, he has favored recommending Tintri based on its ability to scale, deliver better performance and ease of management.

"The other big-name storage vendors say their solutions can do virtualization well, but I've worked with all the storage solutions for years and none come close to Tintri. Other vendors merge components together while Tintri is purpose-built," shared Melograna.

### Ability to Scale

A leading pharmacy provider, supplying medications to medical care facilities across the US, approached StarNet Solutions to help with an overdue infrastructure overhaul. It needed its infrastructure to support business operations following a recent expansion, as well as to accommodate future growth, including opening new locations and widening its workforce. The catalyst for change was fueled by complications with

# VMstore



## Challenges

StarNet Solutions, a leading IT integrator, needed a virtualized storage system to solve a range of business infrastructure complications with scalability, reliability and manageability.

## Solution

StarNet Solutions recommended Tintri VMstore™ for many of its customers, eliminating the majority of manual tasks, saving time and reducing errors. As a result, they had more time to focus on their customers and less time on business operations.

## Results

- Better performance and capacity, supporting scalability
- Reliable performance, eliminating storage hardware failures and downtime
- Easy to manage solution that provides simple and fast restoration features



its previous storage solution, which could not meet these needs. Due to the highly-transactional nature of the business, the new solution had to meet the performance requirements, support scaling and prove to be easy to use and manage. Having previously used Tintri solutions, the company knew they could rely on VMstore to support operations. Now, the pharmacy provider uses several Tintri VMstore T7000s and the T5000 to support its entire virtualized infrastructure.

The company's IT team is confident that it has the right solutions in place, the right sizing for what it is trying to accomplish and believes it is operating in an efficient way, utilizing the capabilities that the Tintri platform provides.

"With its entire infrastructure running on the VMstore devices, the company now benefits from extremely fast internal daily snapshotting on any VM, which occurs every four hours. The recovery process for a machine is less than one second, which is significantly faster than any backup system can provide, and now the uptime of its systems is much higher than ever before. Lastly, any issues with VMs are quickly identified before they occur and resolved using the Tintri dashboard," shared Melograna.

### Better Performance

Another customer approached StarNet Solutions after having major storage hardware failures. This municipal government client was using a competitor's storage solutions, and after three major failures within a two-year period, Melograna recommended Tintri.

"The manager of this company asked me, 'How could you ensure that another major failure will not happen again?' Truly, the only solution was to get their current storage out of there and replace it with the best solution – VMstore," said Melograna. "He approved but expressed that my work with him was on the line if it failed."

Melograna knew the stakes were high and explained, "I wasn't worried in the slightest. I confidently told him, as I do with nearly every other client, that it would never fail on him."

He worked with Tintri to get a unit shipped overnight. The next day, the StarNet Solutions team installed VMstore and had it up and running in less than 30 minutes. It has been six years since the installation, and the company has not had a single failure or any time offline.

### Easy to Manage

One of StarNet Solutions' customers in the government space thought their virtualized infrastructure was performing fine, but Melograna evaluated significant latency issues. "The way their system was initially built with LUNS, volumes and a competitor's virtual storage solution made it extremely slow. This was another opportunity for us to implement Tintri VMstore," shared Melograna.

Melograna mentioned that, not long after the installation, he received a call from the IT technician at the organization to request help after someone accidentally erased half of the file server – over seven terabytes of data. "He was panicking. I told him he could easily restore it with VMstore using snapshots," Melograna explained. "Although he wasn't familiar with storage, he was able to resolve the issue. I walked him through a few simple clicks – opening the browser, finding the server file and clicking clone. He was in disbelief that after letting it boot up, it was done – all in a matter of minutes."

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*Lou Melograna, Chief Technology Officer  
of StarNet Solutions*

## The Results: Out With the Old, In With the Tintri Snapshot and Restoring Capabilities

With decades of experience creating storage technology solutions, StarNet has established a reputation of providing the best for its customers. "I speak very highly of Tintri VMstore and believe in it. It just works and does exactly what it says it is going to do. It is a 'set it and forget it' solution," Melograna expressed. His customers who installed VMstore eliminated the majority of manual tasks, saving time and reducing errors. As a result, they had more time to focus on their customers and less time on business operations. "Not only are my customers' jobs stress-free with reliable technology, my job also becomes less stressful. I can rely on VMstore and won't stop recommending it."

*Experience carefree virtual data management. Experience Tintri. For more information on how Tintri VMstore can turbo-charge your business success, visit [tintri.com](https://tintri.com).*



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