Customer Case Study

Daymark architected a new storage infrastructure that met performance and capacity needs, drove down costs, improved DR readiness, and reduced data center footprint and power consumption, saving over $1M in the first year alone.

Alegeus

Customer Overview

Alegeus is the market leader in consumer directed healthcare solutions, offering the industry's most comprehensive platform for the administration of healthcare benefit accounts. Alegeus runs a dozen mission-critical databases that must be secure, highly available and consistently perform with minimal latency.

Assessing the Environment

Alegeus' server environment is almost 100% virtualized utilizing VMware vSphere. Critical applications consist of a dozen databases of data marts and on-line transaction processing (OLTP) workloads. The existing storage infrastructure of caching arrays with spinning disk and dedicated flash-based arrays could not keep up with significant bandwidth and IOP demands. Manual tiering for storage provisioning required frequent monitoring and adjustments and placed a considerable operational burden on Alegeus' IT staff.
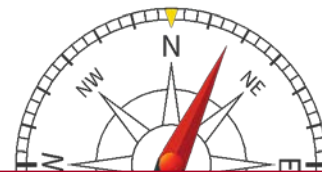
Client Challenges

Alegeus faced several challenges with their IT infrastructure:

- **Rapid storage growth** - Alegeus was running out of capacity in Tier 1 storage and had to determine the most efficient way to increase capacity
- **Data center floor space and power constraints** - Current data centers were near capacity in terms of floor space and available power. Alegeus needed to consolidate storage without jeopardizing security, availability and performance and had to do this in a cost-effective manner
- **Operating costs** - Multiple, disparate storage platforms along with many add-on components had created operational and management complexity that required a wide range of IT skill sets
- **High maintenance costs** - Some of the existing storage arrays were entering the fourth year of service resulting in a significant increase in recurring maintenance costs

The internal resources and expertise required to address these challenges prompted Alegeus to contact Daymark. Ultimately, Alegeus wanted a solution that would meet their business requirements, reduce their data center footprint and reduce overall capital and operating costs.

> *"We hit the 3 GB/s maximum disk I/O our current high performance disk array had. The new infrastructure Daymark architected and deployed is handling the load very well," said Ray Beaulieu, Director of Information Technology, Alegeus. "We're now getting better performance and significantly easier management at less than half the cost of our previous system."*

The Solution

Daymark designed a consolidated storage environment utilizing the INFINIDAT InfiniBox storage platform and a data protection solution from Zerto. Leveraging Zerto Cloud-based Disaster Recovery, VMs are now replicated between the production and DR sites by individual VM, group of VMs or application. Production workloads were running on the new infrastructure within 30 days.

A "no strings attached" proof-of-concept to evaluate the InfiniBox array demonstrated ease of setup and management simplicity. Alegeus simulated a workload that was five times their production workload and the array passed with flying colors, meeting their stringent performance and latency requirements. Together with performance metrics, Alegeus built a business case to demonstrate that the investment would result in significant CAPEX and OPEX savings, a 100% ROI in less than 12 months, and have a direct impact on driving revenue.

Key Benefits:

- Saved over $1M in CAPEX and OPEX in the first 12 months. Future savings will result from decreased maintenance costs, reduced power and cooling consumption, reduced operational overhead, and lower capital investments to support future growth
- Storage consolidation from 14 racks to 3, resulting in a 400 sq. foot reduction in data center floor space
- Significant reduction in the size and cost of the DR site due to storage consolidation
- Reduced storage power consumption by 85%
- Reduced disaster recovery SLAs from hours to minutes, satisfying both customer and regulatory requirements
- Eliminated licensing and maintenance costs of several add-on software components
- Freed IT staff to reallocate resources on more strategic business initiatives

When asked about the impact of the new infrastructure, Alegeus' Director of Infrastructure praised its "ease of use" and described it as "less than half the cost and orders of magnitude better" than their previous systems. He also emphasized that the partnership with Daymark and the value that Daymark brought to this process was key to solving their myriad of current challenges while cost-effectively meeting the future needs of the business.

The Daymark Difference

We take the complexity out of your IT infrastructure. Daymark architects and implements data center infrastructure, data protection, virtualization, managed services and cloud services for businesses throughout New England.

We provide deep technical knowledge, extensive experience and proven methodologies that help our clients make strategic decisions, streamline the acquisition process and successfully implement cost-effective data management infrastructure solutions.