

**PROACT**

CASE STUDY

**REYNAERS CAMPAIGN**



# Reynaers

Proact introduces user-friendly storage architecture to fuel growth

## Summary

### Challenge

The existing storage system had limited capacity and was complex and expensive to manage.

### Solution

- Proact Professional Services
- Pure Storage

### Benefits

- Sufficient capacity that can easily scale-up if needed
- Deduplication and compression with no negative impact on performance
- High availability of data through active clustering
- Upgrades that don't cause downtime

**Reynaers is a world-leader when it comes to glazing solutions and its products are used for the construction of windows, doors, curtain wall systems, sun awnings and verandas.**

The Belgian company has over 30 locations across the globe that all use the company's private cloud infrastructure. This architecture is housed in Reynaers' Duffel data centre. With staff spanning across various countries relying on a single, centralised, storage platform, and in the midst of the company's rapid growth, IT resource sought help as they were quickly running out of capacity.

### The challenge

It had become obvious that Reynaers' existing storage system had limited capabilities when it came to expansion. That's why the company approached Proact to see how it could eliminate its capacity challenges.

**"Our existing system simply didn't have enough disk space and possibilities for expansion were very limited,"** said Reynaers' ICT Infrastructure Manager, Patrick Elsen. **"Our system was also complex and had a lot of components and options that we didn't have enough knowledge about. We kept having to use external consultants to help us which made the system less and less cost effective and no easier to use."**

As this maintenance contract was due to expire in 2019, Reynaers decided to replace its system with a new, more user-friendly platform that would better support the company with its storage requirements.



**Proact has provided excellent advice and support to help us select and install the Pure Storage all-flash system. We now have total peace of mind."**

**Patrick Elsen,**  
ICT Infrastructure Manager,  
Reynaers

### About Proact

Proact is Europe's leading specialist in data and information management with focus on cloud services and data centre solutions. We help our customers to store, connect, protect, secure and drive value through their data whilst increasing agility, productivity and efficiency.

We've completed thousands of successful projects around the world, have more than 4,000 customers and currently manage hundreds of petabytes of information in the cloud. We employ over 1,000 people in 15 countries across Europe and North America.

Founded in 1994, our parent company, Proact IT Group AB (publ), was listed on Nasdaq Stockholm in 1999 (under the symbol PACT).

### How we helped

Proact advised Reynaers that a Pure Storage ActiveCluster, an all-flash system that supports active-active synchronous mirroring for high availability, would be a great fit for the firm's needs. Even though there were no reference of such a solution working in Belgium at the time Reynaers took Proact's advice and selected the Pure Storage platform with confidence.

Elsen said: "We'd had really good results working with Proact on other projects so we trusted what their consultants had to say. In addition, the price was very competitive for an all-flash set up, even when we took into account the large discounts other providers were offering. Because Proact offered us a Proof of Concept (POC), we could get things started quickly."

Thanks to its familiarity with Reynaers' IT infrastructure and requirements, Proact was able to install the Pure Storage ActiveCluster system very quickly, using 'plug-and-play' rules. This enabled the IT department to connect to the new platform in just a couple of hours of the POC being developed. The POC only lasted three weeks, not because Reynaers was unhappy with the product — quite the contrary. It fully delivered what the company expected.

"Everything is running really well following the Proof of Concept, both in financial and operational terms," said Elsen. "And Proact has played a critical role in this success. It handled all technical issues with Pure Storage and supported us with the POC. We now have a platform in place that is easy-to-use, scalable, reliable and very cost effective, as it hardly needs managing by us. For issues we can always rely on Pure Storage and Proact."

### Benefits



#### Modern storage platform cost model

Full control over storage process



#### Excellent compression and deduplication

System compresses 10 GB to 2.63 GB



#### No more capacity issues

Flexible and expendable all-flash system

### About AFA Insurance

Reynaers Aluminium is a leading European specialist in the development and marketing of innovative and sustainable aluminium solutions for windows, doors, curtain walls, sliding systems, sun screening and conservatories. Driven by energy-efficiency and the willingness to take responsibility for the environment.

Besides a wide range of standard solutions, we also develop tailor-made solutions for all market sectors – from residential to commercial and industrial projects. Our high-quality systems all meet the most stringent demands in terms of comfort, security, architectural design, and energy-efficiency. Reynaers Aluminium is not only a supplier, but also a valuable partner— for architects, fabricators, solar installers, project developers, investors and end users.

Reynaers Aluminium is founded in 1965 and is part of the group Reynaers, currently employing over 2200 workers in more than 40 countries worldwide and exporting to more than 70 countries on 5 continents. The company, with its headquarters in Duffel, Belgium achieved an annual turnover of 537 million euros in 2018.

# PROACT

[info@proact.eu](mailto:info@proact.eu)  
[www.proact.eu](http://www.proact.eu)

