

# Hosting firm accelerates time-to-revenue from days to hours, eliminates storage management



## NEOVERA CASE STUDY



Cloud/IT Services  
[www.neovera.com](http://www.neovera.com)

### Challenge

Neovera continuously seeks cost efficiencies while maintaining high performance for its clients, especially those with high-speed, high-volume transactions.

### Results

- 4X faster data warehousing read performance; 2.5X-3X faster writes/loads
- Simplified management that doesn't require a storage engineer
- 8x faster provisioning time for larger deployments, accelerating time-to-revenue
- 3X improvement in effective capacity and reduced space and power needs

“Datrium’s Automatrix platform provides us with the kind of elastic performance and capacity that our clients expect with their cloud-based, high-value applications.”

**Scott Weinberg**  
CEO

### Company Challenge

#### Maintaining High SLAs Cost Effectively, at Petabyte-Scale

Neovera serves a diverse customer base: organizations of all sizes and types with a wide range of needs. For all, the IT firm acts as an extension of clients’ in-house teams, enabling them to focus on their businesses.

Neovera provides 24x7 monitoring and management of their virtualized infrastructure. Having visibility across a client’s servers and storage allows engineers to monitor the performance of the entire environment and identify opportunities for greater efficiency.

Between its own data and its clients’, Neovera manages approximately a petabyte. In more than a decade in business, the company has relied on a number of different storage technologies – most recently, all-flash arrays. Neovera continuously looks for ways to improve service levels while reducing the cost and complexity of infrastructure for its own operations and that of clients.

### Results

#### ‘Surprising Speed:’ 4X Faster Data Warehousing

Neovera tested the Datrium Automatrix platform against three different storage-only solutions. The team ran transactions on a known dataset with hundreds of millions of rows, comparing physical and virtual servers.

“We were pleasantly surprised that Datrium was faster than we expected,” says Scott Weinberg, CEO. “The DVX performed more than 4X faster on reads and 2.5X-3X faster on writes versus the fastest all-flash array result. It’s a good fit for Neovera and its customers.”

An added benefit with Datrium is the company can now run data warehouses on virtual servers without performance compromises. “Most people think you can’t put a data warehouse on a virtual machine, but with Datrium’s performance density features, we can throw multi-terabyte data warehouse systems on the DVX and it’s fast and efficient,” Weinberg says. “Warehouse performance is even better than if we ran it on a physical server.”

With this kind of performance, Neovera recommends Datrium for its financial services and media and entertainment clients who run high-speed, high-volume, high-net-worth transactions. “Datrium’s Automatrix platform provides Neovera with the kind of

---

## NEOVERA CASE STUDY

“Larger deployments used to take us a week or more to provision. With Datrium, it’s now down to hours which means our clients are up and running sooner, and our time to revenue is faster.”

**Scott Weinberg**  
CEO

elastic performance and capacity that clients expect with their cloud-based, high value applications,” Weinberg adds.

### **Accelerated Time-to-Revenue: 8x Faster Provisioning**

In Weinberg’s world, storage management has always required the expertise of a storage engineer. Not so with Datrium, where storage is managed at the VM level in vCenter. Neovera no longer manages individual LUNs. “With Datrium, my storage expert simply does not need to be involved,” Weinberg says. “He can focus more on building out our next-generation virtual platform while our Windows engineer takes care of our DVX. That’s been huge for us.”

Likewise, Neovera notes simpler and faster VM provisioning that is automated as part of VM creation. With converged management in vCenter and no need to wait for a storage engineer’s time, the firm has dramatically cut the time to spin up new VMs. “Larger deployments used to take us a week or more to provision.” Weinberg says. “With Datrium, it’s now down to hours which means our clients are up and running sooner, and our time to revenue is faster.”

### **Cost Advantages: 3X More Effective Capacity, Less Space, Power Needs**

Compared to Neovera’s incumbent storage, Datrium delivers at least a 3X more effective capacity with its always-on deduplication and compression for both solid state and spinning media. With that, the company more readily provisions storage generously for clients without having to worry as much about cost; clients have what they need without having to come back regularly for more.

Neovera runs a significant portion of its business operations and managed clients on Datrium, as well as recommends it for a number of its new clients. “Datrium is simpler to manage and takes up a lot less rack space and power. It’s saving us and our customers money and time,” Weinberg adds.

### **About NEOVERA**

Neovera is a trusted provider of cyber security services and enterprise cloud solutions, leveraging over 15 years of experience in preventing, detecting, and remediating cyber threats for companies across multiple industries, including financial services, global media, healthcare, education, retail, technology, and non-profits. Neovera’s goal is to help clients understand the security threats associated with their environment, identify risks, and implement the necessary measures to prevent security breaches and data loss.

Learn more about Datrium at [www.datrium.com](http://www.datrium.com).

