

# Tolleson, AZ Transforms Application Speed, Backup Strategy – for a Lower Overall TCO

CITY OF TOLLESON CASE STUDY



**Government**  
[www.tollesonaz.org](http://www.tollesonaz.org)

## Challenge

The city's incumbent storage, EMC VNX, lacked the throughput and capacity to accommodate the city's VDI and backup initiatives.

## Results

- 80% less storage management
- 10x faster VM cloning
- 24x faster recovery
- Lower total cost of ownership
- Faster performance on mission-critical application

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**Stephen Holliday**  
CTO

## Company Challenge

### Right-Sizing Storage for City Goals

As a Phoenix suburb, the city of Tolleson, Arizona is home to 7,000 people and several Fortune 500 companies. Unlike most small cities, Tolleson operates all of its departments for public services such as wastewater – instead of sharing those services with nearby municipalities.

“We're supporting more services and departments than other cities our size,” explained Stephen Holliday, CTO. “Our focus is on giving our employees the tools to get their jobs done efficiently while making sure that residents have what they need.”

Previously, mission-critical systems software for utilities, applications for police dispatch and emergency services, and all other applications ran on Dell servers.

More recently, Tolleson began virtualizing desktops, which is growing the VM count. As the city increased VMs, its EMC VNX storage showed signs of distress. “We had hit the ceiling on how many VDI clients we could use, and we didn't have the throughput and IOPs anymore,” Holliday said.

At the same time, the drive to go paperless and plans to move off of tape backup required the city to look into additional storage.

## Results

### Compelling Data Consolidation and TCO

In the search for new storage, Datrium's Automatrix platform rose to the top as the only solution that would allow the city to retain its existing server hardware, reducing costs upfront and in the long run. With Automatrix, all-active data in flash on the server maximizes speed while built-in backup and DR protect data across sites and clouds.

Automatrix would also provide superior data consolidation with always-on compression and deduplication – delivering the most effective capacity for the budget. With Blanket Encryption for both in-flight and at-rest data, the city would get critical protection for public safety data.

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Finally, Automatrix would reduce admin management time to ease the team’s constrained resources. With one storage pool, they wouldn’t have to create LUNs and could manage the few remaining storage tasks right in vCenter.

#### **24x Faster Recovery**

With data closer to workloads, performance jumped noticeably. For example, when city council members prepared for votes, they used to wait minutes for large PDF briefs to open. Now, they open immediately.

“With solid-state drives and a 10G network, it’s amazing how fast applications run on Datrium Automatrix compared to the old storage,” Holliday said.

The city also notes that cloning a virtual machine dropped from half an hour to three minutes – 10x faster.

Given the added capacity with data consolidation, the city now has the space and throughput it needs to support VDI, its transition to a paperless environment, and a more comprehensive backup strategy.

Per requirements by the police department, the city must move backup offsite, which it can now accomplish by replicating with Automatrix at a secondary site. They also increased the frequency of snapshotting to every half hour and backups to nightly. Meanwhile, they cut recovery time for all data from six hours to 15 minutes.

#### **80% Less Storage Management**

On top of faster VM cloning, Tolleson no longer has to manage LUNs or multiple data stores. In total, the team slashed the time spent on storage management tasks by about 80% – giving them valuable time back for other activities.

“Datrium Automatrix is so easy to manage that, now, we can focus on new initiatives, instead of storage, such as our VDI deployment and other requests from customers,” Holliday said. “It gives us time to innovate.”

#### **Bonus Savings with Cooling, Electrical, and Backup**

For Tolleson, the overall business case for Datrium Automatrix just made sense. The city kept its servers, and in fact, works them even harder than before. They also dramatically cut electrical and cooling costs.

Looking ahead, the team expects Automatrix to further reduce costs by enabling them to move off tape backup completely.

#### **About City of Tolleson, AZ**

Incorporated in 1929, Tolleson, Arizona is home to 7,000 residents and employs 225 people. Tolleson hosts more than 20 Fortune 500 companies that employ 20,000 people, giving it one of the most impressive jobs-to-residents ratios in the nation.

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

