

Fast-Growing Pharmacy Services Firm Finds Agility, Performance, and Business Continuity for a Lower TCO



MAXOR CASE STUDY

Maxor

NATIONAL PHARMACY SERVICES COMPANY

Healthcare

www.maxor.com

Challenge

As a fast-growing healthcare company, Maxor looks for solutions that scale with its needs, meet rigorous security and reliability demands, and ensure an optimal client experience.

Results

- Lower TCO than competing solutions
- Grew the infrastructure 25% with ease and reliability
- 95% less storage management time
- 2.8x data reduction

“Datrium DVX scalability became very clear as we expanded our infrastructure 25% over three months – and did so with ease and reliability. I appreciate how quickly we can expand as our storage and client needs change.”

Justin Matthews

Infrastructure Manager

Company Challenge

Scaling with Rapid Growth

Maxor provides patients and corporate clients nationwide with pharmacy and healthcare services, including its primary lines of business in pharmacy benefits management, pharmacy consulting and management, and specialty pharmacy. The company operates 50 locations with nearly 1,000 employees.

In 2018, when Maxor opened a robotic mail-order pharmacy in downtown Amarillo, TX, performance and scalability were among the top concerns for the IT team. The new facility was designed to fill 20,000 prescriptions per day, and that added to the complexity of the requirements.

Maxor needed a solution that could provide higher performance for their workloads, scale with the business, and recover quickly from service outages without adding management overhead for the IT team.

Results

‘Performance on the Fly’ – With Added Flash

For optimal performance and scalability, Maxor relies on Datrium DVX to support its growing business. DVX delivers high-performance, rapid scaling, built-in encryption, and simplified management.

“The ability to leverage cache in the host to boost performance was really the crux of our decision to go with Datrium,” said Justin Matthews, Infrastructure Manager. “We could gain performance on the fly simply by adding cost-effective flash. That positions us to adapt in an agile way to changing client needs.”

Before full deployment, the company ran a proof of concept with Datrium on non-production workloads – and immediately noticed an uptick in performance.

With the switch to Datrium, the company also gained deduplication and compression, resulting in an overall data reduction of 2.8x.

“Datrium Automatrix cloning has been an impressive feature. I can clone my entire infrastructure in minutes and mock up a design without impacting storage costs or performance – and with zero downtime.”

Justin Matthews
Infrastructure Manager

Ease of Management

Centralized management of VMs and storage, right in vCenter, gives the Maxor team time back in their day. At the same time, the team eliminated any need to create complex datastore environments. It's simple enough to operate without a dedicated storage professional, which saves the company upwards of six figures annually.

Combining workforce savings and data reduction, the company gets a lower total cost of ownership (TCO) compared to other solutions it weighed.

Ease of management was also a benefit when the IT team set out to redesign several business-critical systems, and the cloning feature shortened the project time. Matthews and the team were able to create replicas of production systems in minutes, testing changes, and creating procedures to minimize the impact of maintenance windows and service outages.

“Datrium Automatrix cloning has been an impressive feature,” Matthews said. “I can clone my entire infrastructure in minutes and mock up a design without impacting storage costs or performance – and with zero downtime.”

25% Growth with Ease and Reliability

As Maxor expanded the size of its infrastructure, DVX stayed perfectly in step with the increased demand.

“Datrium DVX scalability became very clear as we expanded our infrastructure 25% over three months – and did so with ease and reliability,” Matthews said. “I appreciate how quickly we can expand as our storage and client needs change.”

As of today, Maxor has migrated all of its data centers to use DVX, and it's in the process of deploying DVX to several remote offices for added resilience.

“Not only does DVX work in my enterprise data center, but it fits the needs of our satellite offices in a cost-effective way,” Matthews said.

Beyond the solution itself, the people at Datrium add value to the relationship. “Datrium Support has been instrumental in deployment and training, allowing the project to finish ahead of schedule and under budget,” Matthews said. “That's a level of support that was unexpected and very much appreciated.”

About Maxor

Maxor provides patients and corporate clients across the country with pharmacy and healthcare services that are customizable, comprehensive, and cost-effective. Founded in 1926, Maxor has grown from a single pharmacy in Amarillo, Texas into a national leader in a number of areas, including retail and mail-order pharmacies, pharmacy benefit management, pharmacy consulting and management, home infusion, specialty pharmacy, third-party administration services, pharmacy audit, and pharmacy technology.

Learn more about Datrium at www.datrium.com.