Tec-Refresh Doubles Application Performance, Reduces Client Costs by 50%, and Gains a New Revenue Stream by Using Datrium Automatrix

Datrium

tecrefresh

Service Provider, Cloud Hosting
www.tec-refresh.com

Challenge

In seeking a storage solution for its operations and clients, Tec-Refresh found too many tradeoffs between capacity, performance, and cost.

Results

- 2x faster performance than the previous storage solution
- 4.8x data reduction (1.74x dedupe, 2.75x compression)
- Admin time spent on storage tasks reduced to zero
- 50% savings over 3-5 years
- Net-new revenue stream

> "Datrium is disruptive in the market with its performance, and with the deduplication and compression that gives us incredible capacity for the price. It's a better solution for us and our customers."

Efrem Gonzales
President and CEO

Company Challenge

Juggling Tradeoffs in Performance, Capacity, and Cost

As an IT consultancy, Tec-Refresh works hard to keep costs manageable for its clients, many of which are public entities dependent on tax dollars. Yet the pace of growth demanded incremental infrastructure investments too often, which forced difficult budget decisions. "It's becoming harder and harder for me as a solution provider to go to the customer and explain to them that every upgrade for capacity and performance is a six-figure solution," said Efrem Gonzales, President and CEO of Tec-Refresh.

To find the most cost-effective balance of capacity, performance, and cost for clients, Tec-Refresh looked at most of the storage solutions on the market. Most were either too expensive, not powerful enough, or both. With the company's most recent array-based solution suffering from poor throughput and no deduplication or compression, Tec-Refresh started looking for an alternative.

When a large southern California county agency approached Tec-Refresh, it was imperative to find a new storage solution. The agency had recently suffered an unrecoverable failure in its storage and backup infrastructure, in which it had invested millions.

Results

Disruptive Performance and Economics

While the county agency evaluated Nimble Storage, Tec-Refresh meanwhile considered the Datrium Automatrix platform. "After we looked closely at Datrium, it was a no-brainer," Gonzales said. "We decided to replace legacy storage with Automatrix and backup with Rubrik, two innovative solutions that gave us increased capacity, better performance, and reduced the skill set required to manage the infrastructure."

"Datrium is disruptive in the market with its performance and economics. The built-in deduplication and compression give us incredible capacity for the price," Gonzales added. "It's a better solution for us and our customers."

Given those factors, Tec-Refresh chose to deploy Automatrix as the leading storage solution in its security operations center and network operations center, as well as recommend it to clients. Clients can flexibly choose to have their dedicated DVX system on premises or host it on a shared Datrium system at the Tec-Refresh data center.

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Efrem Gonzales
President and CEO

'Outrageous IOPS'
The agency deployed Datrium DVX on site, backing up data to Rubrik and Azure. Immediately, it delivered a signficant performance boost. "With the ability to go into Insane Mode with Datrium, we get outrageous IOPS – about twice the speed of the previous storage solution. It blew our client away," Gonzales said.

While the incumbent storage offered limited dedupe and compression, Datrium excelled in data reduction, yielding 1.74x dedupe and 2.75x compression for a whopping 4.8x data reduction. And as Tec-Refresh's law enforcement clients expand the use of video, data reduction techniques are key to handling their rapidly growing data footprint.

'Off the Charts' Ease
From setup to day-to-day management, Datrium requires little hands-on maintenance. Tec-Refresh and its clients can manage storage or create new VMs right in vCenter. Plus, with no LUNs to create or storage artifacts to manage, time on storage-related tasks has dropped to zero.

"The learning curve is off the charts much better than it was with our previous storage, and the Datrium support team has been phenomenal," Gonzales noted.

Service Provider Value: Growing the Top and Bottom Lines
Gonzales also credits Datrium with easing client conversations because it delivers a much more palatable and predictable cost of growth. "I can finally tell clients what their costs will be over time," Gonzales says. "In the case of our county agency client, the use of Datrium DVX nearly cut their costs in half over 3 to 5 years – including support."

Such economics change the conversation for Tec-Refresh and contribute to the top line. "I see Datrium as a new revenue stream. We have a next-generation offering that is both affordable to our clients and gives them better performance, something there's no way we could do with a Nutanix system or storage array."

About Tec-Refresh

Tec-Refresh, Inc. is an information security consulting firm which provides managed security services, risk management, and compliance services. Efrem Gonzales founded the company in 2010 on the principle of putting the customer first. Our solutions reduce complexity, simplify device compliance, and enhance network security. We have the privilege of providing solutions for public, private, and non-profit organizations. By understanding each of our customers and their unique needs, we're committed to improving security by providing customer-focused solutions that align with their goals and objectives. Whether your organization needs expertise in cyber security, backup and disaster recovery, or network segmentation, our dedicated and knowledgeable team will meet your IT needs and ensure you're getting the most out of your employees and equipment.

Learn more about Datrium at www.datrium.com.

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