

NETGEAR® ReadyNAS® Helps Businesses Evolve With Virtualisation



Profile

Company Sector:
Telecommunications

Solution:
NETGEAR ReadyNAS 2100
Advanced Network Storage

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PROBLEM/OBJECTIVE

Pentangle works closely with its customers to ensure they select and implement an IT infrastructure that suits their business. This includes reviewing and recommending possible IT solutions, deploying the chosen technologies and managing them remotely.

One customer from the telecommunications sector had experienced a number of changes to its business. Having received venture capital funding, it had initially invested in 16 Dell PowerEdge servers across two separate sites to run its network.

As the business contracted due to the recession, it chose to move to a single building; and soon after was required to make a further, quick change in location. The organisation also needed to further reduce costs incurred by the running of its IT infrastructure, such as the electricity and air conditioning costs in their server suite.

With four racks of IT kit currently used by only 30 members of staff, it was apparent that Pentangle needed to work with its customer to reassess its needs and align them with available budget.

SOLUTION

Pentangle had encouraged its customer to adopt a virtualised IT solution for several months, and saw the decision to move to a new building as an excellent opportunity to push forward with implementation. Having reviewed the various solutions available from its channel partners, Pentangle recommended the NETGEAR ReadyNAS® 2100 Advanced Network Storage. Its ease of configuration, legendary stability and reliability meant the device was an easy choice, and could be deployed with confidence. In particular, the customer would benefit from the ReadyNAS range's VMware® certification for NAS (via NFS shares) and SAN (iSCSI) connectivity – the only SMB-focused storage solution with this specification. The ReadyNAS also supports both NAS and SAN technologies simultaneously, giving the customer total flexibility when deploying storage resources for VMware®.

The ReadyNAS 2100's VMware® capabilities provided the customer with a safe location to store the virtual machines and their data stores, drastically reducing the amount of physical space required in the server cabinets.



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Both Pentangle and its customer have witnessed the benefits of the ReadyNAS 2100's capabilities in a VMware® environment. Virtualisation has enabled the reseller to separate the customer's storage from its processing power. Improved ease of management adding intelligent allocation of processing power where needed, hardware upgrades and the ability to move the devices between locations now mean zero downtime. Using the flexibility of the iSCSI and NFS implementations on the ReadyNAS, the customer could expand capacity of its data stores as and when required.

The intuitive browser-based interface used across the ReadyNAS range enabled Pentangle to quickly and easily manage the device without requiring a new skill set to do so. In addition, it can utilise NETGEAR X-RAID2 technology to upgrade the device's storage by swapping disks with zero downtime, ensuring expandability and protection, and a better ROI from the initial hardware investment.

* The 5-year hardware warranty only covers hardware, fans, and internal power supplies, and does not include external power supplies or software. Hardware modifications or customisation void the warranty. The warranty is only valid for the original purchaser and cannot be transferred.

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