

MODERNISING THE DATA CENTER WITH VIRTUAL STORAGE

- ◆ Gives organisations a competitive edge
- ◆ Creates a more agile, secure and reliable business
- ◆ Is the foundation for hyper-converged infrastructures, new application architectures and the cloud



“By 2019, approximately 30% of the global storage array capacity installed in enterprise data centers will be deployed with SDS or hyperconverged integrated system architectures based on x86 hardware systems, up from less than 5% today”

Gartner

WHY VIRTUAL STORAGE?

Three reasons why virtual storage solutions, like vSAN, are used:

1

Ensuring business continuity

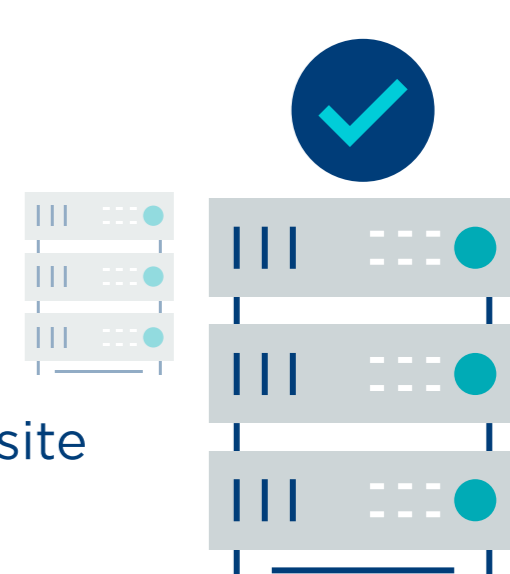


50%

lower cost than traditional solutions

Stretch clustering

ensures a second site is always running



2

Increasing security

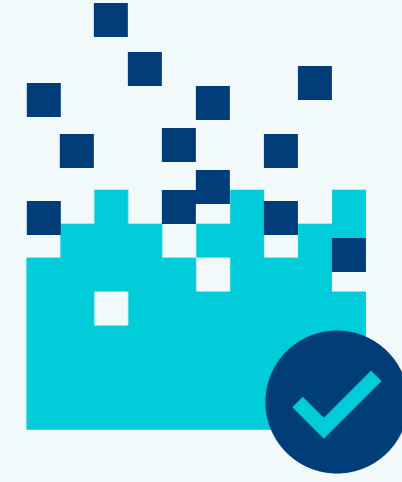


First native hyper converged

infrastructure security for greater flexibility and cost-savings

New 'data-at-rest encryption'

safe-guards stored data



3

Enhancing performance

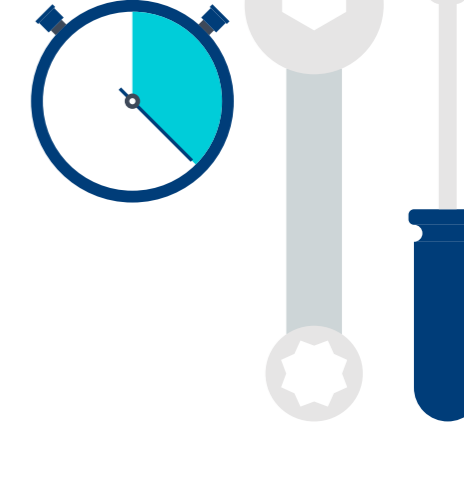


50%

higher flash performance for next-generation workloads

Faster hardware maintenance

frees up time elsewhere



SO WHY vSAN?



The industry-leading software powering hyper-converged infrastructure



A core building block for a fully software-defined data center



Adopted by over 7,000 customer across all industry verticals



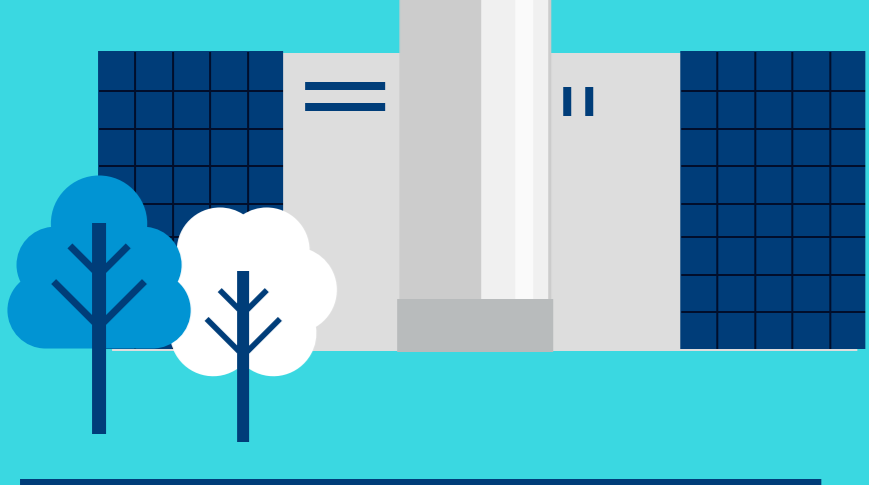
Deployed for mission-critical applications by over 60% of vSAN customers



Recently won 3 'Product of the Year' industry awards

HOW ORGANISATIONS ARE ALREADY USING VIRTUAL STORAGE

Grade A ROI for New College Durham



Who?

- ◆ New College Durham is a Further and Higher Education College based in the UK
- ◆ Virtualizing its storage helped the College cut costs and improve student and staff experience



Challenges

- ◆ Cut costs following pressure from the UK Government
- ◆ Refresh storage hardware
- ◆ Give students a great learning environment



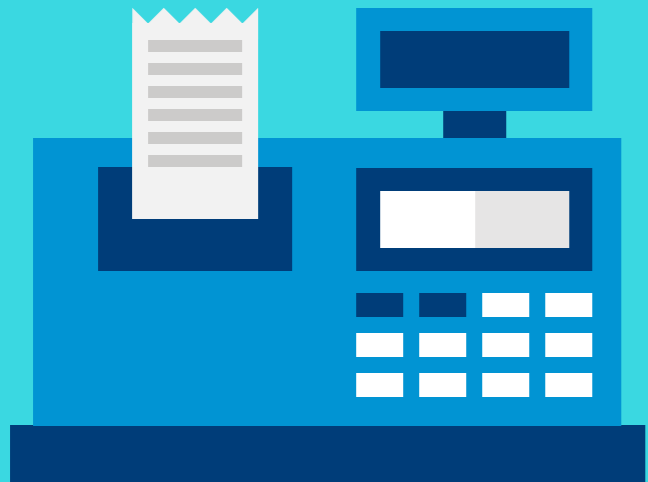
Business Benefits After Deploying Virtual Storage

- ◆ Reduced operational costs by shifting the expense of human resource
- ◆ Improved student learning - they can access College systems at all times

“vSAN means delivering the level of IT that students need to do their studies and the services staff need to run the college. All while making £120,000 in operational savings.”

GEORGE WRAITH
HEAD OF ICT
NEW COLLEGE DURHAM

Improved Customer Satisfaction in Store for Coop Denmark



Who?

- ◆ Denmark's leading supermarket chain, Coop, needs to offer top customer service through reasonable prices and transactional experiences
- ◆ Virtual storage underpins everything the retailer does - creating a seamless customer experience, while streamlining costs



Challenges

- ◆ Cut costs to compete in a low margin market
- ◆ Increase stability of customer-facing systems
- ◆ Improve performance of storage solution



Business Benefits After Deploying Virtual Storage

- ◆ Improved customer satisfaction through high-performance estate
- ◆ Increased reliability - customer loyalty programme no longer goes offline
- ◆ Reduced costs as no separate storage solutions are needed to cope with demand

“vSAN powers every single business process in Coop - from the tills to the warehouses to headquarters. We rely on it to keep all our business processes up and running.”

SØREN VENDLER
IT ENTERPRISE ARCHITECT
COOP DENMARK

About Single Point of Contact

The cloud experts at Single Point of Contact have helped hundreds of firms migrate to a cloud platform. Contact us today to learn more about how our team can help your firm select the right platform based on your requirements. Get in touch with our [cloud consulting department](#) today.