

Nexsan 10 Minute Case Study



Legal Consulting Firm Increases Business Performance and Reduces Storage Operating Costs by 40% with Nexsan

A Nexsan 10 Min. Case Study on Bates White

Quick Summary

At Bates White legal consulting firm, mounting storage performance bottlenecks were having a significantly negative impact on business response times. Nexsan resolved their primary and secondary storage challenges with a simple to manage, cost efficient solution that improved overall performance and delivered a 40% reduction in annual storage costs.

••• BATES • WHITE •••



“After reviewing all of our options, Nexsan delivered the most powerful, reliable and easy to use storage solutions available. As a result, Nexsan has added a higher level of performance and efficiency to our organization.”

Larry Chou, Network Manager, Bates White

ENVIRONMENT

- 100 TB of data
- Microsoft SQL Server data and file data stored on SASBeast for fast information access and legal research
- Two Nexsan SATABeasts deployed for backup and disaster recovery

NEXSAN HIGHLY EFFICIENT STORAGE BENEFITS

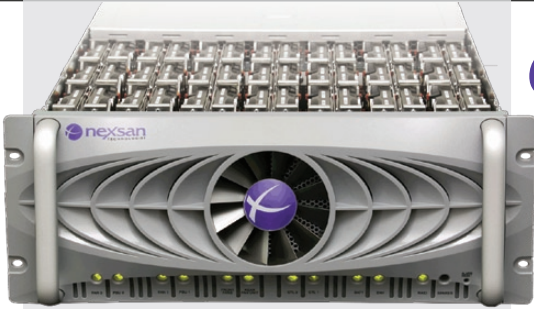
- High performance data access for increased business productivity
- Data recovery that is up to 500X faster than tape libraries
- 40% annual reduction in storage operating costs
- “Single pane of glass” management

CUSTOMER OVERVIEW

With offices in Washington DC and San Diego, Calif., Bates White is a consulting firm offering services in economics, finance and business strategy to leading law firms, Fortune 500 companies and government agencies. Bates White provides the latest empirical and theoretical technologies to data mining and processing that bring clarity to complex issues which, in turn, enable their clients to make more informed decisions.

BUSINESS CHALLENGE: ELIMINATE THE STORAGE PERFORMANCE BOTTLENECKS IMPACTING BUSINESS PERFORMANCE

At Bates White, storage system performance bottlenecks were having a serious impact on business productivity. Sluggish primary storage performance and maintenance issues were slowing the company’s response to customer requests, which impacted overall business productivity. In addition, the firm’s traditional tape backup solution had become very cumbersome, and it was becoming difficult to effectively protect data within an ever shrinking backup window. Bates White needed to optimize storage response times, ensure disaster recovery and implement a highly reliable solution without adding heavy costs or complex management requirements.



SATABEAST BENEFITS FOR BATESWHITE

- **High Performance.** SATABeast offers access to data up to 500X faster than tape libraries and 20X faster than other MAID systems. The SASBeast deployed for Microsoft SQL Server storage provides better and more reliable performance than branded incumbent storage systems at a fraction of the price;
- **High reliability.** SASBeast and SATABeast offer fully redundant and individually hot-swappable active components (RAID controllers, fans, power supplies and disks). Further, they offer industry leading system reliability with innovative design in vibration reduction and cooling;
- **“Single pane of glass” management.** SATABeast and SASBeast storage systems support management in one, central location through a simplified management console without the need for special agents or capacity keys.
- **Highly efficient storage for data mining and processing.** SATABeast and SASBeast provide Bates White with industry leading density - up to 42 TB in only 4U. With higher density, there are fewer fans, power supplies and RAID controllers to support, which ultimately delivers reduced operating cost through power and space efficiencies. SATABeast and SASBeast also come standard with AutoMAID® energy saving technology that reduces power consumption and cooling without penalizing storage performance.

“The Nexsan storage solutions have added an increased level of efficiency to our organization,” added Chou. “Having these systems deployed for over a year now, they continue to demonstrate leadership in terms of price/performance, reliability and usability.”

One of Bates White’s core customer services is the electronic discovery of client data. To perform this service, client data is imported into the Bates White data center where the company conducts detailed legal research across securely stored client information. With growing archives of data, the storage system bottlenecks and business-constraining performance issues were having a negative impact on customer service. Researchers were faced with slow system response times which impacted productivity and extended customer delivery dates due to storage-related delays. This drove the organization to seek a higher performing and more efficient storage solution to ensure better access to customer data and protect more than 100 TB of data.

“We needed to quickly remedy performance bottlenecks experienced with our previous solution so that we could deliver client results more quickly,” said Larry Chou, network manager, Bates White.

In addition to performance and reliability, Bates White needed a solution that would be easy to operate and manage so they could reduce management demands on staff resources.



AUTOMAID™ ENERGY SAVING TECHNOLOGY

Nexsan's revolutionary AutoMAID (Automatic Massive Array of Idle Disks) energy saving technology transparently places disk drives into an idle state to vastly reduce power and cooling costs. AutoMAID delivers the cost-effective benefits of MAID 2.0 without the limitations of slow access times and special host software.

- AutoMAID reduces power and cooling costs
- Nexsan's AutoMAID delivers the benefits of MAID without the performance limitations
- Available on all Nexsan products

AUTOMAID SAFETY FEATURES

- In maximum power saving mode, drive spin up is sequenced to reduce power surges
- Drives automatically wake up for periodic surface scan to ensure data integrity (user configurable)
- AutoMAID can be used with data-intensive server applications by delivering energy savings without performance compromise

SOLUTION: TWO NEXSAN SATABEASTS FOR SECONDARY STORAGE AND A NEXSAN SASBEAST FOR PRIMARY STORAGE

To solve its storage performance challenges, Bates White first selected two Nexsan SATABeasts for reliable, high speed backup and recovery of client data. Later, Bates White selected Nexsan's SASBeast to provide primary data storage to their client SQL Server data. With their storage performance and reliability issues resolved, Bates White was able to efficiently review and analyze client data and increase overall productivity.

"The Nexsan SATABeast delivered a very powerful, reliable and easy to use solution for our secondary storage," said Chou. "The SATABeast experiences lead us to the SASBeast extending the same benefits to our primary storage applications. We initially thought that we might have to look at two separate vendors to meet our storage needs, but Nexsan solved them both. The SASBeast easily met our primary storage requirements by consolidating everything into a high-performance SAS solution."

RESULTS: INCREASED STORAGE PERFORMANCE AND RELIABILITY WITH A 40% REDUCTION IN STORAGE OPERATING COSTS

Since installing the systems a year ago, Bates White has seen exceptional storage performance and reliability. They have also seen dramatic cost savings. Both the SASBeast and SATABeast delivered an exceptionally low capital cost expenditure compared to other solutions. In addition, operating expenses were significantly reduced with the SATABeast when compared to the high management issues associated with their previous tape backup solution. Together, Bates White has been able to reduce their annual cost savings by an estimated 40%.

The high storage density of the systems reduced the need to purchase additional storage that was previously projected to meet increasing capacity demands. In addition, simplified management operations freed staff resources for other IT tasks. And by eliminating the storage performance bottlenecks that constrained the business, Bates White was able to deliver client results much more quickly.

Presented by Nexsan Technologies

About Nexsan

Nexsan Corporation is a leading provider of energy-efficient, long-term storage systems. Nexsan delivers secure storage appliances and modular, capacity-optimized disk-storage systems for a broad range of applications including fixed content storage and archiving, email, medical imaging, compliance and litigation support, disk-based backup, digital video security, and rich media.

Nexsan's solutions are the choice of small and medium-sized companies as well as large global enterprises and major governmental agencies around the world who are seeking cost-correct, high density storage solutions. Founded in 1999 and based in Thousand, Oaks, Calif., Nexsan sells its products exclusively through a select global network of VARs, OEMs and system integrators. For more information, please see the company's website at www.nexsan.com



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