

Nominee: Atlantis Computing

Nomination title: Virtualisation Company of the Year

A leading provider of software-defined storage, Atlantis Computing has taken up the charge to harness software power to conquer hardware limitations, meaning IT systems are freed to radically alter the enterprise storage infrastructure, releasing it from the box and scaling it in the cloud.

Formed in 2006, Atlantis released its first product, the Atlantis ILIO VDI storage and performance optimisation solution in 2009. The company launched a VDI Solutions Partner programme in August 2010 and opened a European headquarters in London in the same year. By the end of 2012, Atlantis had more than tripled its customer base and sold more than a quarter million licences globally with a number of high profile EMEA customers including Colt and several London-based financial services institutions.

In August 2014, the company released Atlantis USX 2.0, a software-defined storage platform accelerating performance by up to ten times, while at the same time consolidating storage to increase storage capacity by up to ten times. In May 2015, it unveiled Atlantis HyperScale which delivers a number of significant benefits and USPs to customers and to the market:

- * It is the first turn-key hyper-converged appliance to deliver all-flash performance for all applications at 50 to 90 percent lower cost than traditional storage or other hyper-converged appliances.
- * The only hyper-converged appliance available on four leading server platforms (HP, Cisco, Lenovo or SuperMicro) and multiple hypervisors (VMware or Citrix).
- * Comes with a three-year global end-to-end service and support programme that covers the entire appliance, including Atlantis software, hypervisor, solid-state drives (SSDs) and server hardware components.
- * Allows enterprises to scale storage in small modular units as they grow their compute resources.

Partnerships

Atlantis works with many best-of-breed software and hardware companies to achieve formal validation within their partner certification programs. Technology partners include VMware, IBM, Citrix, Microsoft, NetApp, Lenovo, Dell, HP, SanDisk and Intel.

It has a wide range of gold and silver partners across EMEA including ComputaCenter, SCC, Comparex and Softcat. EMEA distributors include Arrow ECS, TDAzlan, Prianto and Data Solutions.

Customers

Atlantis' EMEA customers can be found across a range of vertical markets, including financial, retail, government, education, healthcare and construction. They include organisations such as The Royal Orthopaedic Hospital, Bath & North East Somerset Council, University Hospitals of Leicester and Franciscus Hospital in The Netherlands.

Projects

The Royal Orthopaedic Hospital NHS Trust

The specialist hospital offering planned orthopaedic surgery in the UK decided to modernise its IT facilities and introduce a virtual desktop infrastructure (VDI) to support its 1000 clinical and administrative employees.

The ROH had three separate storage devices, offering a total of 10 terabytes of storage that were incredibly time-consuming to manage and fast running out of capacity.

To address this problem, it installed Atlantis as part of a comprehensive new VDI project, providing ROH with ample desktop storage that can be easily expanded in the future.

The Atlantis solution underpins all the hospital's virtualised desktops, delivered to 700 new thin clients, 100 laptops and 70 tablets. It also supports the ROH's remote access and 'bring your own device' (BYOD) strategies, allowing users to access applications and files rapidly from their home computers and personal mobile devices.

Bath & North East Somerset Council

The council wanted to deploy VDI to get more from its IT infrastructure, but it was prohibitively expensive to make it work with the existing storage area network (SAN) and meet the storage capacity for two data centres and more than 30 terabytes of data in a virtualised environment.

By choosing Atlantis to underpin the virtual desktops being installed at its new administrative headquarters and across five other main offices and 70 remote sites, the organisation was able to run 1,500 concurrent virtual desktops with its existing attached storage. In addition to delivering faster-than-PC performance, near-instant application launch and super-fast login times, the solution has also saved the council more than 100 hours a year in storage management time.

Supporting Quotes:

Imram Iqbal, solution architect, Bath & North East Somerset Council

“Our calculations showed it would be around 50% less expensive to purchase Atlantis software than to adopt a more traditional approach to storage. As a software solution, Atlantis also removes the requirement for additional physical storage devices, which saves us money on power and cooling and reduces our carbon emissions.”

Mark Bemrose, network manager, Royal Orthopaedic Hospital

“Atlantis enables us to administer our desktop storage through one simple management console. I estimate that we save a day of time a week in the IT team, by no longer having to worry about storage.”

Simon Harrison, CIO, Kingston University

“Being able to rapidly expand storage has been crucial and is something that we couldn’t have done without a huge amount of investment in our physical infrastructure. From an end-user point of view, we’re now able to offer an SSD- level performance, with login speeds on shared PCs reduced from several minutes to less than 15 seconds, allowing students to access their desktops much quicker. Atlantis allowed us to do this at a hugely cost effective rate while reducing the physical space the infrastructure takes up.”

Why nominee should win

- **Atlantis has deployed over 52 Petabytes of storage for more than 1,000 mission critical deployments, including some of the largest virtualization deployments in the world.**
- **Delivered first turn-key hyper-converged appliance to provide all-flash performance for applications with 50 to 90 percent lower cost than traditional storage or other hyper-converged appliances;**
- **Only hyper-converged appliance available on choice of server platforms (HP, Cisco, Lenovo or SuperMicro) and hypervisors (VMware or Citrix).**
- **Technology alliances with major players in virtualisation sphere including VMware, Citrix, Microsoft, Lenovo, Dell, HP and Cisco;**
- **Growing EMEA customer and channel presence.**