

## Nominee: Tintri

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### Nomination title: Virtualisation Project of the Year

What was the driving force behind the project - what business or technology challenge needed to be addressed?

Tintri has recently worked with Housing & Care 21, one of the UK's largest not-for-profit providers of retirement housing and care services. Founded in 1964 as The Royal British Legion Housing Association, Housing & Care 21 now operates in over 150 local authority areas across the UK – managing around 19,000 retirement and extra care apartments and providing over 80,000 hours of care each week to more than 31,000 customers.

How did the solution address the challenges and were there any particularly innovative aspects that made it stand out?

One of the major challenges facing Housing & Care 21 was that its existing storage was proving to be difficult to manage and expensive. Ed Newman, IS Technical Services Manager, at Housing & Care 21 commented: "Our EMC systems were far too expensive in regards to initial acquisition costs and ongoing maintenance. The systems were also vastly overcomplicated from a management perspective. Storage performance was also well below our expectations." The company needed a reliable solution that would address all of these challenges.

The company decided to run a one-month POC on a trial box and after experiencing a successful month, Housing & Care 21 purchased a Tintri T880 for the company's main data centre and an additional T850 for the disaster recovery site.

The Tintri T880 is built using the industry's first and leading virtual machine (VM)-aware architecture and is designed to specifically address the needs of storage admins. Tintri's VM-aware storage platform eliminates traditional storage complexities such as managing LUNs, volumes and tiers so Housing & Care 21 can benefit from a simpler solution that offers higher performance.

What major challenges were faced during the project and how were they overcome?

The Tintri solution was easy to deploy and fitted within the company's existing infrastructure. The major challenges were posed by the existing legacy storage as the previous EMC systems were expensive, took up a lot of space in the data centre and were very complex to manage. Newman explained, "The EMC arrays were also very power-hungry and took up a lot of space in our data centre. They truly were 'last generation' systems. We knew it was time to look for a better storage option for our virtual applications and desktops."

"The Tintri deployment was unbelievably simple. We had our first Tintri unit live in just an hour and a half, and the second installation at our DR site took only 30 minutes. We were amazed, since our old EMC systems typically took about four days to install and configure."

**What tangible benefits has the organisation seen as a result of the project's implementation?**

Since installing the Tintri solution Housing & Care 21 has been able to benefit from higher performance, scalability, faster deployments, increased reliability, a smaller data centre footprint and lower power costs.

#### **Easy to deploy**

**"We bought enough capacity for our current needs, plus 20% extra capacity to accommodate growth. The Tintri deployment was unbelievably simple. We had our first Tintri unit live in just an hour and a half, and the second installation at our DR site took only 30 minutes. We were amazed, since our old EMC systems typically took about four days to install and configure."**

#### **Higher performance and Easy Scalability**

One of the major selling points of the Tintri solutions was speed. **"Our nightly backups are now 50% quicker on Tintri compared to our old EMC systems. The performance of vMotion in VMware is much better as well, roughly 75% faster."**

Newman also appreciates Tintri's easy scalability, **"That's the beauty of Tintri -- when we need to expand capacity, we just buy another Tintri unit and link the two together in a matter of minutes. It's quite flexible and easy to scale."**

#### **Simplified management**

**"The Tintri systems are very easy to configure and manage. It always took a lot of time to get the EMC systems working the way we wanted. With Tintri, we just plug in the boxes, turn them on and provision all of our storage through VMware. It's 'peanuts' compared to the knowledge and configuration tasks needed to run the EMC. We do log on to the Tintri user interface every now and then just to look at the stats, but other than that, it takes essentially no management at all."**

#### **Smaller footprint and lower power costs**

The Tintri systems also enabled Housing & Care 21 to reduce its data centre footprint and power. **"Our EMC SAN took up an entire rack, whereas the Tintri takes only 1/10th of a rack. The cost savings are amazing -- we achieved a greater than 10:1 reduction in footprint and power consumption in both of our data centres."**

### Increased reliability

**“We have been using the Tintri systems for over three months now and haven’t had a single failure or performance issue. Our experience is right in line with the stats Tintri provides, the failure rate is much lower than our previous environment.”**

### Cost effective

**“When our EMC maintenance contract was up for renewal, our main channel partner Kelway, suggested we look at the Tintri systems as an alternative. They told us that buying Tintri would be much cheaper than just renewing the 3-year maintenance contracts on the EMC systems.”**

The low cost of the Tintri systems has enabled Housing & Care 21 to implement a new IT project. **“We just moved our DR centre from a rented, hosted site to our own. To do that, we had to purchase a lot of new hardware, servers, and storage. The project was given approval on the condition that it was a cost-neutral project. With the money we saved by eliminating the 3-year maintenance contract on the EMC systems, we were able to purchase two Tintri systems and a six host stack of new HP servers.”**

### **Why nominee should win**

- **Tintri’s VMstore™ delivers the industry’s best cost per workload**
- **Tintri has offered simplified management, higher performance, scalability and increased reliability at a reduced cost which has allowed Housing & Care 21 to take on another project**
- **Tintri is the first company to build a specialised storage system for VMs -, defining the space with a new approach to solving the challenges of storage for virtualised environments**
- **Industry-leading customer satisfaction, with close to 100% of all Tintri customers willing to be references.**
- **High visibility and can easily troubleshoot errors**