Customer Case Study - Large Automotive Manufacturer

The Business Challenge

The customer was in need of a storage solution that could be used as primary storage for VMware, as well as secondary storage for VM backups. Additionally, the customer wanted to implement HA/DR (High Availability/Disaster Recovery) capability using a remote data center. They tried to explore traditional SAN vendors but concluded that these solutions were not designed for HA. They either did not support multi-site capability out of the box or had too many dedicated hardware/network constraints, that made these solutions highly expensive. The customer also needed to keep an eye on the future and build a solution which is cloud-ready and capable of supporting multiple storage protocols.

For the customer, this meant looking for the following storage capabilities:
1. Expand storage node(s) when needed, instead of a forklift upgrade of purpose-built proprietary hardware
2. Withstand not only disk or storage node failures but datacenter outages as well
3. Flexibility to choose any hardware vendor
4. Provide Hybrid Cloud infrastructure
5. Support multiple cloud vendors

Hedvig Solution

The customer found traditional primary storage solutions, as well as modern backup storage solutions, to fall short of meeting all requirements. Instead of looking for separate storage vendors to solve their problems, the customer opted for a storage solution that could provide all of these functionalities, without compromising on any enterprise features. This is what different components of Hedvig deployment looked like at the automotive manufacturer:
1. Single storage cluster stretched between two data centers, allowing for High Availability and Disaster Recovery
2. Single storage cluster to support both the VMware (primary) and the VEEAM (secondary/backup) requirement, eliminating the need for multiple vendors.
3. Intel-based server hardware (with Intel NVMe for flash)
4. Mellanox-based 10GbE network (using 40GbE capable switching)

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The customer was able to leverage these enterprise-class Hedvig Distributed Storage Platform features:

1. Continuous storage availability allowing VMware VMotion across all hosts in both data centers
2. Deduplication and Compression for backup workloads
3. Flexibility to assign enhanced performance attributes for storage consumption by applications, such as ElasticSearch
4. Storage cluster spanning multiple data centers, with the ability to withstand data center failure with negligible interruption

The customer found Hedvig to be not only less expensive than other solutions, but also a complete solution which natively provides block, file, and object storage implementations. They also wanted to use this opportunity to modernize and future-proof their infrastructure by transitioning towards a cloud-ready storage solution. This will prevent them from having to introduce another vendor when they are ready to migrate data to the cloud.

Hedvig Benefits

1. Simplified storage estate, one platform for all storage requirements
2. Improved IT service capability, a stretched storage cluster allowing an active/active approach to data center locations
3. Simplified and agile growth despite unpredictable data increases
4. 24/7 support with a customer-first business model

The Hedvig Distributed Storage Platform solution insured flexibility to support disparate workloads, any hardware, and multiple clouds. The alternatives only tackled part of the problem and didn't provide any service improvement around HA/DR.

Results

Hedvig enabled the customer to move away from traditional RAID-based storage solutions and transform their on-premises infrastructure. Hedvig provided simplified storage consumption and management and the freedom to focus on other business-critical tasks. With Hedvig, the automobile manufacturer was able to eliminate storage silos and take a giant step towards storage modernization.

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