

# Zones delivered add-as-you-grow storage that reduces costs

## The Project

With an influx of data growth, a growing communications company was looking for a long-term storage solution that enabled substantial scalability, availability and manageability.

Zones ExpertConnect specialists in servers, storage and virtualization collaborated to develop a solution that delivered storage scalability, disaster recovery and best practices for virtualization. The implementation of an IBM NAS and disk-based IBM System Storage provides a simple, efficient and flexible approach to storage. In addition, the IBM solution is a cost-effective, fully integrated complement to the company's existing IT infrastructure.

## Results

The integrated IBM storage solution increased access to shared resources, lowered storage costs and optimized the company's VMware virtualized infrastructure.

- > Seamless add-as-you-grow scalability as storage requirements change
- > Efficient storage utilization use lowers raw capacity requirement, and support for intermixing drives enables tiered storage
- > Reduction in hardware and storage management costs
- > Balance performance for diverse workloads – supports both transactional applications and throughput-intensive applications concurrently
- > Simplicity that does not sacrifice control with the perfect combination of robustness and ease of use

## Zones at a Glance

- > IBM Storage Elite Partner
- > Single source IT solutions provider
- > Corporate offices in the Seattle area, Portland, Dallas, Chicago, Los Angeles area, London, and New Dehli, India
- > Field representatives throughout the U.S. provide local support
- > Integration Centers in the areas of Seattle, Los Angeles and Chicago



- > Global fulfillment provided through offices and partner organizations across 5 continents
- > Dedicated support teams in the IT categories of networking, servers, virtualization, storage, and software
- > Certified Minority Business Enterprise (MBE) and Corporate Plus® Certification

## IBM Certifications

- > Certified Specialists
  - > Storage Networking Solutions V1
    - System p Administration
    - System x High Performance Servers
- > Certified Engineers
  - XIV Storage
  - TVT Tools
- > IBM Warranty Certified Technicians
- > Certified Systems Experts
  - Enterprise Technical Support for AIX and Linux
  - CDAT – Consolidation, Discovery and Analysis Tool
  - CON – Server Consolidation
  - Softek
  - System x PSE
  - XIV Storage

### Client:

Communications company doing business across 16 states in the Northeast, Mid-Atlantic and Upper Midwest.

### IT Project:

Accommodate increasing volumes of data brought about by business growth.

### Solution:

IBM NAS and System Storage.

### Results:

An integrated IBM storage solution increased access to shared resources, lowered storage costs and easily scales to meet the company's changing storage requirements.

