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Business Solutions

Growth Strategies For The IT Channel

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Creating Profitable Solutions for K-12 with StoreVault, a NetApp Division

Featuring StoreVault Premier Partner Connected Technology

About the Customer

South Country School District encompasses seven schools and administrative offices spread over 16 square miles of Long Island, NY, serving approximately 3,000 students, faculty members and administrators.

About the StoreVault VAR

Connected Technology, LLC, was founded in 1996 by its president Kevin Urso and incorporated in 2001. Over the years Connected Technology has become a leading provider of information technology and consulting services for corporate and healthcare organizations while specializing in custom solutions for today's educational environment. Connected Technology is an authorized Premier Partner for StoreVault, a NetApp division.

The Challenge

The infrastructure for the district supports 2,000 computers and 23 servers. The district supports a growing intranet, an external Web site, an Exchange server for email, and a number of proprietary financial and student management applications. File servers were set up by grade level for students and for teaching and administrative staff.

A number of key issues faced the school district:

- The number of file servers was a management problem
- The file servers were nearing the end of their useful life
- The backup window was becoming unmanageable at 16 hrs/night
- Storage on the servers was either underutilized or filled to capacity
- The Exchange server needed a SAN

The Solution

Dr. Timothy Regan, technology director for the district, called Kevin Urso of Connected Technology to evaluate potential solutions. Together they looked at upgrading/replacing all the existing servers and at networked storage alternatives.

Urso suggested looking at the StoreVault™ S500 and arranged for a demonstration machine to be shipped to the school district. The StoreVault S500 provides both NAS and iSCSI SAN connectivity out of the box and could immediately be connected using the district's existing infrastructure.

It quickly became obvious that all of the district's storage issues could be resolved with the StoreVault S500. Storage could be dynamically allocated to user groups as required without disruption; the aging servers could be consolidated to reduce management costs; and the Data ONTAP® StoreVault Edition technology would dramatically improve the backup process.

to easily expand, allocate and reallocate storage on the fly

- File serving for replacing file servers and iSCSI SAN for the Exchange server all at once
- Disk-to-disk backups: NetApp Snapshot™ technology enables instantaneous backups of data
- Tape backup can now be done at any time; restoring data can be done from disk-based Snapshot technology.
- Increased storage capacity: the district currently has 1.6TB of storage; the StoreVault S500 provides room to grow without disruption
- Redundancy: the StoreVault S500 was configured with dual parity (RAID-DP™) to protect against two concurrent disk drive failures and a global hot spare

Connected Technology's Urso summed it up: "By utilizing the iSCSI technology the district is able to leverage its past network investment. This greatly reduced the cost to move into SAN technology. Also, since the StoreVault S500 supports

"StoreVault is a new name but NetApp technology at a lower price point is great for us and for the customers."

"With StoreVault, Connected Technology showed us a solution that enabled us to implement SAN and NAS technology for just about 50% of the cost of implementing a Fibre Channel SAN," said Regan.

NAS (NFS and CIFS), iSCSI and even Fibre Channel, the school district has many options for the future.

"StoreVault is a new name but NetApp technology at a lower price point is great for us and for the customers. The support from the StoreVault team and the quality of the product and programs mean that we'll be doing more StoreVault moving forward."

Visit Connected Technology online at www.connectedtechnology.com

Customer Benefits

- Consolidation of 13 storage servers to 6 and the StoreVault S500
- Price point: able to implement NAS and iSCSI SAN technology with the existing infrastructure for approximately 50% of the cost of a Dell/EMC SAN solution
- Flexible storage: the district is now able

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