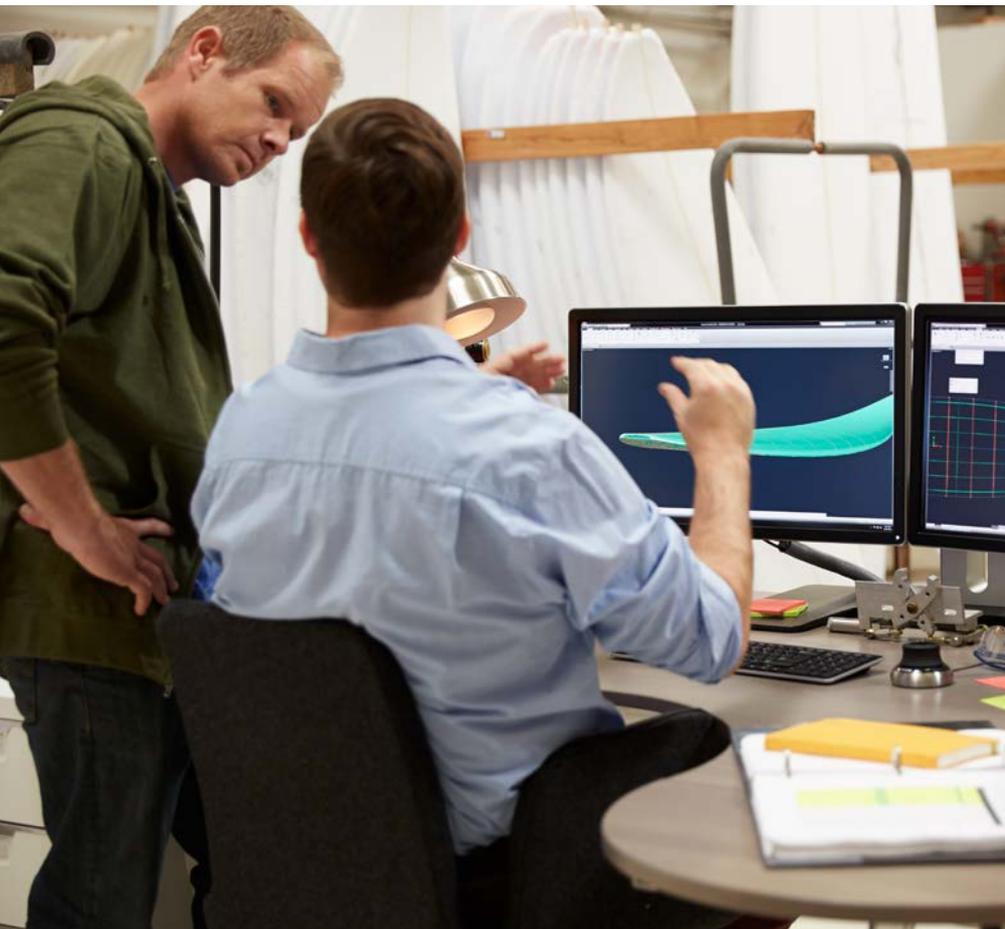




# Major services provider cuts the price of success

Building and technical facilities services provider enhances application performance 20 per cent and lowers costs by up to 30 per cent by avoiding forklift upgrades with scale-out storage



## Customer profile



<b>Company</b>	Cofely Germany
<b>Industry</b>	Professional Services
<b>Country</b>	Germany
<b>Employees</b>	2,000
<b>Website</b>	<a href="http://www.cofely.de">www.cofely.de</a>

## Business need

To support continued growth, Cofely Germany wanted to move to a scale-out storage solution that streamlined costs and avoided expensive forklift upgrades.

## Solution

Supported by data centre provider synaix, Cofely Germany deployed Dell Compellent FS8600 with Intel® Xeon® processors and Fluid File System technology. It expanded an existing server environment with Dell PowerEdge R720 servers with Intel Xeon processors.

## Benefits

- A 20 per cent boost in software performance
- Avoiding forklift upgrades delivers up to 30 per cent saving
- Lowering expense with 10 per cent enhanced disk utilisation
- Maximum performance and efficiency with Intel technology
- Responsive support and advice eases IT workloads

## Solutions at a glance

- Storage
- Data Center Virtualization
- Client Solutions

“Our estimate is that Cofely Germany will lower expenditure on scaling its storage by 20 to 30 per cent with Dell Compellent. That is a significant saving and will free up resources to invest in other areas of IT.”

*Stefan Fritz, CEO, synaix*

Enterprises have found that significant data growth brings with it very real storage challenges. For instance, traditional storage has limited scalability, leaving companies with no other choice than to resource forklift upgrades every few years. Cofely Germany wanted to avoid having to work in this way.

The integrated services provider specialises in construction and equipment technology. It outsources its data centre services to synaix and wanted to find a different approach to storage.

synaix, says: "Dell is the right IT partner for synaix. It delivers a combination of technology and support that covers all our customers' needs. We feel confident building our customers' IT solutions on Dell. Bickel adds: "We

"We've found that Dell Compellent FS8600 delivers high performance across the board – at block and file level. The solution covers our entire storage requirements, offering great value."

*Peter Bickel, Chief Information Officer and Head of Performance Management, Cofely Germany*

The company gave synaix the job of creating a scale-out storage architecture. Peter Bickel, Chief Information Officer and Head of Performance Management at Cofely Germany, says: "Our storage had reached its limits. We needed another solution to support the company. We're growing at around 10 per cent a year. Today, we have around 100 terabytes of data, which includes backup data, and that figure is increasing all the time. We wanted to get as much performance out of our storage for our Citrix XenDesktop solution. It was time to move up a level."

#### Contacting a trusted IT adviser

Synaix looked for a suitable solution for Cofely Germany. The data centre provider contacted Dell, which had supplied synaix with server and storage solutions to support Cofely Germany in the past. Dell had also provided Cofely Germany with a number of client solutions, including Dell Precision, OptiPlex and Latitude machines. These performed well and were reliable, thanks in no small part to Intel® Core™ and Intel® Xeon® processors. Indeed, Cofely Germany standardised on Dell clients running on Intel technology as a result of the stability of the processors and the fact they helped staff perform well. Stefan Fritz, CEO of

### Products & Services

#### Services

- Dell Support Services
  - Dell Compellent Copilot Support
  - Dell ProSupport with Mission Critical

Dell Financial Services

Dell Configuration Services

#### Hardware

Dell Compellent FS8600 with Intel® Xeon® processors and Fluid File System

Dell PowerEdge R720 servers with Intel Xeon processors

Dell OptiPlex desktops with Intel® Core™ processors

Dell Precision workstations with Intel Xeon processors

Dell Latitude notebooks with Intel Core processors

#### Partner

Citrix XenDesktop

VMware vSphere virtualization software

Microsoft Hyper-V

choose Dell because it offers complete solutions. For instance, we use Dell Financial Services to buy our client machines and the Dell Configuration service, which means the clients come configured and with software pre-installed. Likewise, when the machines reach the end of their lifecycles, Dell collects them and we receive the updated model. With Dell Financial Services, we budget more effectively. Dell Configuration makes deployment faster for personnel, enhancing productivity.”

### Data Centre as a Service-grade storage

To meet Cofely Germany’s storage needs, the data centre provider looked to trial Dell Compellent – specifically, the Dell Compellent FS8600 with Fluid File System technology. Combined with a Dell Compellent Storage Center storage array, the FS8600 provides block and file level storage for virtualized platforms, simplifying storage management. The platform offers up to 1 petabyte of manageable space with two controllers and can provide automatic failover for greater data protection. Comments Fritz: “In our view, Dell Compellent is one step up from enterprise-class storage – we call it ‘data centre as a service-grade storage.’”

### Trusted technology

When considering Dell Compellent, synaix also looked to add performance to the existing Dell PowerEdge server platform supporting Cofely Germany’s operations. Fritz explains: “We had great success using Dell PowerEdge servers to run Cofely Germany’s infrastructure. We looked to maintain the situation by adding further Dell PowerEdge R720 with Intel Xeon processors to the environment.”

### Processors to meet the needs of business

Besides the servers, Fritz and Cofely Germany wanted to retain another feature of the environment – namely,

the processors. Bickel says: “With Intel Core processors, we feel that our personnel get a good virtualized desktop experience. What’s more, we know that Intel Core processors offer performance with excellent energy efficiency.”

### From trial to deployment

Synaix completed a proof of concept in just a couple of weeks. The IT team spent two days configuring a mirrored Dell Compellent solution, testing and learning how to work with the storage day to day. Fritz says: “The general feeling was that Dell Compellent is the most easy-to-use storage that we’ve worked with. Plus, Dell Compellent Copilot Support is always on-hand if you have any questions. It’s a very customer-centric operation.”

The data centre service provider pressed ahead and deployed Dell Compellent as the main storage solution for Cofely Germany. It installed two Dell Compellent F8600 controllers across two environments, with the second environment mirroring the first. The team also added a number of Dell PowerEdge R720 servers with Intel Xeon processors. Since the initial deployment, synaix added more storage capacity and today the solution holds around 100 terabytes of block and file data for Cofely Germany. All of the servers attached to the storage are virtualized, running a mix of Citrix XenDesktop, Microsoft Hyper-V and VMware ESX server, part of VMware vSphere. “Since we’ve been using Dell Compellent, the solution has worked without any downtime. It’s been effortless,” comments Fritz.

### A 20 per cent boost in application performance

According to Fritz, the team saw an immediate improvement in the performance of Cofely Germany applications after Dell Compellent was installed. Personnel gained a more responsive virtualized desktop, with the applications in the Citrix XenDesktop



environment running noticeably faster. “We saw a 20 per cent improvement in application performance as a result of our move to Dell Compellent storage,” he says. “It means we can deliver an even better service to Cofely Germany.”

Bickel concurs: “We’ve found that Dell Compellent FS8600 delivers high performance across the board – at block and file level. The solution covers our entire storage requirements, offering great value.”

#### **Lowering costs with 10 per cent better disk utilisation**

Not only has synaix measured a 20 per cent rise in application performance, but there’s also been a significant improvement in disk utilisation, helping to lower costs. The Dell Compellent storage self-optimises, ensuring the entire system, including disk utilisation, is working at its best at all times. Fritz says: “We’ve pulled reports from the Dell Compellent system that show disk utilisation has improved by 10 per cent. Over time, that will produce an important saving, lowering our acquisition of storage disks.”

There will be further savings for Cofely Germany because Dell Compellent automatically tiers the stored data. Dell Compellent Fast Track dynamically moves the data to the most appropriate tier, as well as to the outer tracks of the disk if required. “Through Dell Compellent, we’re getting more value out of our storage because data is stored on the disks that best meet the requirements of the business. Dell Compellent Fast Track is extremely

effective,” says Fritz. Furthermore, Dell Compellent Data Instant Replay ensures continuous snapshots of incremental changes to protected data, making it fast and effective to recover data.

“Cofely Germany personnel avoid significant disruption because data can be recovered fast,” says Fritz.

#### **No forklift upgrades, saving 20–30 per cent**

Today, Cofely Germany no longer faces the need for major upgrades because it can scale out the Dell Compellent FS8600 for years to come. This alone ensures a substantial cost saving for the business. Fritz says: “Our estimate is that Cofely Germany will lower expenditure on scaling its storage by 20–30 per cent with Dell Compellent. That is a significant saving and will free up resources to invest in other areas of IT.”

#### **Help and advice 24x7**

Both Fritz and his team at synaix are constantly under pressure to make sure the Cofely Germany infrastructure is performing well. This requires continuous work, but Fritz says the task is made easier with Dell ProSupport with Mission Critical for servers and Dell Compellent Copilot Support for the storage. “All Dell support services are proactive, particularly Dell Copilot. The service is outstanding. In the two years that we’ve been using Dell Compellent, we haven’t had a single failure, but we regularly speak to Copilot personnel who are always happy to answer questions and provide advice,” says Fritz.

“With Intel Core processors, we feel that our personnel get a good virtualized desktop experience. What’s more, we know that Intel Core processors offer performance with excellent energy efficiency.”

*Peter Bickel, Chief Information Officer and Head of Performance Management, Cofely Germany*

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