



CASE STUDY

Infused Innovations Accelerates Clients' Digital Transformation with Tintri VMstore™

Overview

Infused Innovations is a consulting firm focused on helping organizations embrace new and emerging technologies and solving technical, security, data, and product challenges for the Digital Age. Serving clients across the U.S., Infused Innovations' mission is to guide clients to not only realize their fullest potential, but also to give them the tools to get there.

Infused Innovations provides strategic advisory to collaboratively build a company's roadmap design, expert delivery to implement trusted technical and business solutions, managed services to secure and monitor users, data, and systems, and an innovation lab to drive explosive growth.

As a trustworthy and collaborative partner for its clients embarking on their digital transformation journeys, Infused Innovations empowers them to move in the right direction and at the right pace.

The Challenge: Reliable VM-Aware Storage System for Cross-Customer Community

When Infused Innovations' founder and CEO, Jeffrey Wilhelm, started the company, he wanted to offer customers a simplified, streamlined, supportable, and go-forward plan that would touch on security, cloud and hybrid workloads.

With decades of experience delivering complex projects with a focus on cloud, security and data in both corporate and consulting roles across various industries, Wilhelm has worked with many storage appliances throughout his career.

"Whether dealing with fiber channel or iSCSI attached storage, businesses need to really think long and hard about volume sizing, striping, using other storage platforms and more," says Wilhelm. "It becomes a big mess, which leads to spending a lot of time managing and supporting storage."

It was evident that Wilhelm would require a reliable storage platform that could support the firm's cross-customer community, guarantee good quality of service and reliable workloads, and cut operating expenses to drive both Infused Innovations' and its clients' businesses forward.

The Solution: Tintri VMstore Provides Simplified Operations and Valuable Added Services

Based on his involvement in working with Tintri alpha and beta programs, Wilhelm instantly became an enthusiast. After nearly a decade of experience with Tintri solutions, he knew that deploying their VMstore platforms would set Infused Innovations and its customers up for success.

"I've used many storage vendors in the past and because of that experience, when I started Infused Innovations, Tintri was the only option we considered because it was built to be VM-aware. I didn't look at Dell, HP, or other options because I wanted to support storage in a way that was good for both the customer and our own operating expenditure," says Wilhelm.

Today, Infused Innovations has deployed multiple Tintri storage solutions including Tintri VMstore T880, Tintri VMstore T885, Tintri VMstore EC6050 and Tintri VMstore EC6070 systems for its infrastructure.

VMstore



Challenges

Infused Innovations is a consulting firm focused on helping organizations embrace new and emerging technologies in solving technical, security, data, and product challenges for the Digital Age. Infused Innovations required a reliable VM-aware storage platform that would support its cross-customer community and drive both its own business and its clients' business forward.

Solution

Infused Innovations implemented and sold Tintri solutions to simplify internal and client storage operations. The VMstore solutions provided a game-changing experience that eliminated hours of time-consuming storage configuration and tuning with self-optimizing systems and granular recovery and restore capabilities.

Results

- Easy-to-use and deploys straight out of the box
- Granular snapshot recovery and restore capabilities
- Simplified operations and reduced IT burden
- End-to-end visibility with Tintri Global Center



With the success of its own integration, Infused Innovations also sells Tintri solutions to its clients and is able to support the deployment model by adding valuable added services like the ability to replicate block level storage workloads without having to layer on other dependencies or software packages.

When Woodland Partners, a full-service store brand and distribution company with locations in key shipping areas of the U.S., turned to Infused Innovations for its on-premise refresh, Tintri was recommended.

"Woodland Partners takes pride in offering full lifecycle frozen food services designed to make stores more effective and customers satisfied," says Donna Conway, IT director, Woodland Partners. "With Infused Innovations' guidance and since deploying Tintri VMstore, we've had simplified operations and reduced IT burdens, allowing us to focus on what matters most – our customers."

Woodland Partners now uses the Tintri T7040 to replicate workloads without any issues.

The Results: Self-Optimizing Systems, Recovering Granular Snapshot and Restoring Capabilities

By deploying Tintri from the start, Infused Innovations and its clients have seen many benefits straight out-of-the-box.

"A big advantage of buying Tintri, whether for our customers or ourselves, is that we know within 30 minutes of unboxing that the storage is going to be online and ready to go without us really having to do anything. That compares quite favorably to many of the other vendors in the space as it takes hours or days to set up, prep and integrate whatever else is required," says Wilhelm.

"Other storage vendors will tell you to plan your volumes appropriately and plan your retention before you decide which VMs go on which volume or they'll just recommend a third-party software to manage retention and recovery. None of that applies in the Tintri world," adds Wilhelm. "You can do granular retention, VM-level recovery points, replication that focuses on workload types, quality of service (QoS) that's focused on workload or workload groups, and you can map your dependencies in an environment. Tintri does it all."

Tintri provides Infused Innovations with a game-changing experience that includes self-service control and eliminates hours of time-consuming storage configuration and tuning with self-optimizing systems.

"Tintri environments, in many cases, manage themselves. When deployed and integrated into the environment correctly and with some telemetry monitoring to ensure it won't fill up, it really does manage itself as far as what the workloads are, how they are placed in the environments and what kind of performance guarantee can be made. I can set it and forget it," adds Wilhelm.

Tintri's VM-level snapshots are instant, non-disruptive point-in-time copies, offering Infused Innovations an easy way to stage and restore data at the VM level.

"Having granular snapshot recovery points and the single file or fileable recovery restore capabilities with Tintri are so easy to use. There are no other software requirements," says Wilhelm. "That's hugely beneficial and really cuts down on the cost of supporting and maintaining the inevitability of mistakes that people make in environments."

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Jeffrey Wilhelm, CEO, Infused Innovations

With Tintri, Infused Innovations can shift its focus from managing storage to managing strategic services and activities that support business success.

"The customer experience associated with our Tintri deployment is absolutely a differentiator for the customer workloads that we run. Our customers sleep better at night knowing that their entire environment is replicated to our environment hourly, and we can mount those virtual machines and spin them up at any point," says Wilhelm. "Additionally, when we onboard customers, we don't think too hard about what lengthy or IOPS requirements they have because with the Tintri Global Center, if defined in one place, we have end-to-end visibility. The workloads will move around themselves to accommodate customer requirements, or we'll get alerted if more capacity or performance needs to be added to the environment. We don't have to put much thought it at all, and it just makes everybody much more relaxed."

"It's just been very easy, manageable and reliable for pretty much any workload we've thrown at it," Wilhelm concludes.

Experience Carefree Virtual Data Management. Experience Tintri. For more information on how Tintri VMstore can turbo-charge your business success, visit tintri.com/vmstore.



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