



Kiesling Virtualizes Applications and Migrates to SAN With Tegile for CapEx and OpEx Savings



Kiesling Associates LLP is a multi-service accounting and financial consulting company providing assistance to individuals and businesses across all industries. Recognized as an annual winner of the prestigious Best of the Best CPA Firms award by INSIDE Public Accounting (IPA), the company operates five offices throughout the Midwest and Colorado, serving more than 400 clients.

Challenge

To find a storage solution that can address company growth and performance for business-critical applications of caseware archive and search along with other key operational systems.

Alternatives Evaluated

IEMC, Dell EqualLogic and several other hybrid storage arrays

Results

"With Tegile, our capacity optimization improved 42% based on our new storage array's compression and deduplication. We transitioned our entire IT environment to a 100% virtualized SAN with a hybrid storage architecture and the only thing the users have noticed is that the system is now much faster."

- Micah Cope

Network Administrator at
Kiesling Associates LLP

Kiesling was challenged by the mounting requirements of its core business applications, driven by an archive system that needed additional capacity to retain an increasing number of new documents. Key operational systems, like the Exchange email system, had grown 300 percent over the past few years and its storage system could no longer handle the workload. It also struggled to support the needs of a user base rapidly accessing and searching databases on a continuous basis.

The company's IT team was constrained by a legacy architecture with EMC storage systems supporting an all-physical server infrastructure. The legacy architecture required over provisioning storage, which translated into significant additional capital equipment expenses, including bigger and more powerful servers.

Selection Criteria

Kiesling decided that transitioning to a SAN architecture would solve its issues. The company put in place a proof-of-concept test in order to find the best storage for its current workload with room to address future business requirements, including an expansion of the archive system. Kiesling's evaluation included EMC, Dell and Tegile.

"The Tegile system had the most complete data management suite and the best IOPS/latency performance for all workload application scenarios tested," said Micah Cope, network administrator at Kiesling. "The alternative storage vendors didn't offer a lot of room for growth. The Tegile solution actually provides more performance than we currently need, which is a happy problem. We are definitely protected with a future-proof storage solution as we continue to expand capacity and launch more VMs."

Tegile's hybrid storage arrays balance high performance, high capacity, features and price making them the ideal solution for a wide range of industries and applications. These arrays are faster than hard disk drive-based arrays and less expensive than solid state disk-based arrays. Data reduction technology gives them a usable capacity that's greater than their raw capacity.

After the evaluation, Kiesling enacted a phased implementation of a next-generation data center. Step one was the transition from a legacy infrastructure to a modern SAN architecture. Step two was the transition from a physical server deployment to a virtual machine implementation for all applications utilizing the Tegile storage pool.

The successful evolution to this new SAN and virtualized infrastructure with Tegile enabled Kiesling's IT environment to cut CapEx and OpEx for an incredible cost savings while delivering increased SLAs to its user community. On the original EMC system, total storage capacity was limited, slow, and consistently running near full. The new Kiesling SAN benefits from Tegile's compression and deduplication for a 42 percent storage space optimization.

"Maintaining our legacy storage environment was a constant fire drill as our physical servers were constantly in jeopardy of running out of disk space," said Cope. "Once we transitioned to a SAN virtual machine environment with Tegile's array, we never had that problem again."

Tegile Makes Server Virtualization More Reliable, Scalable and Cost Effective

Tegile's advanced hybrid storage arrays combine high-performance DRAM and Flash SSD with less-expensive hard disk and a comprehensive set of data management and protection features to deliver both speed and capacity at an affordable price.

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Tegile's hybrid storage arrays deliver reliable, instant access to files regardless of the number of users. Unlike traditional hard-disk based arrays, Tegile delivers a balanced blend of performance, capacity, manageability and cost, even when the number of users or amount of unstructured data volumes grow.

The Tegile array has a system dashboard for ease in configuring and monitoring the health and overall status of the storage environment. The Tegile dashboard enables the Kiesling IT team to quickly view the overall space usage of the array and utilize the dashboard analytics to model and plan for future capacity needs. This additional monitoring can be done at a granular level to see what type of storage traffic or VMs are growing the most and which application workloads are utilizing the most storage resources over time. The administrator can easily monitor the status of all key services of the storage system at any time to make sure the system is delivering maximum throughput and performance.

Kiesling utilizes Symantec Backup Exec to protect its data environment across five office locations. Kiesling utilizes disk and tape as a part of its backup strategy today and plans to utilize the Tegile storage solution for its overall data protection and business continuity strategy in the future. According to Cope, the Kiesling IT strategy is to virtualize the Madison location and then set up replication with the data center



in West Des Moines. This will enable a disaster recovery (DR) environment that automates the protection of all information assets.

A Solution That Satisfies Exacting Standards

The success of the Kiesling business model is due in part to the professional quality of the tax and financial consulting provided by the Kiesling partners to its clients, that provides partners mobile access to caseware and associated applications from desktops, laptops, tablets and smartphones. This mobile flexibility enables accountants in the field to use up to three monitors with concurrent application access to devices, resulting in added productivity when researching cases and when meeting with clients. The high performance and low latency of Tegile storage delivers the responsiveness mobile users expect.

"Our partners require fast on-demand access to data and the Tegile storage system has been a solid product that works like a champ," said Cope. "The end users commented on how much faster their data transfers were versus anything that they had ever experienced before."

In the past, Kiesling needed to spend their budget on bigger servers with more memory and CPU power in order to address storage performance needs. The investment in Tegile has saved on large capital expenses for new servers. With less capacity required, on-the-fly de-duplication and data-compression technologies, Kiesling is able to host more virtual desktops for a lower investment in storage and network infrastructure – without compromising performance.

