

## Tegile storage arrays ensure TBEI keeps on truckin



Leading manufacturer of truck equipment and accessories migrates mission-critical systems from aging Compellent devices



### Challenges

- TBEI's legacy disk-based storage system was running out of capacity. The manufacturer's support had also ended.

### Solutions

- Tegile Hybrid Storage Array

### Results

- Smoothed the transition away from disk toward a flash-centric infrastructure
- Accelerates the company's ERP, SQL Server, and Exchange applications
- Accommodates plans for future data growth and additional virtualization

Minnesota-based Truck Bodies & Equipment International (TBEI) Inc. is the standard-setter in the design, manufacture, delivery and servicing of a broad portfolio of high-precision and high-performance truck body and hoist equipment. The company's product portfolio consists of various dump, grain, landscape, platform and military bodies, as well as trailers, hoists and other specialty truck equipment and accessories branded under the Crysteel®, Rugby®, DuraClass®, J-Craft® and Ox Bodies® names.

The company has around 500 employees located across four sites throughout the United States – at company headquarters in Lake Crystal, Minnesota and at plant locations in Fayette, Alabama; Tishomingo, Mississippi; and Rugby, North Dakota. The data center operates mission-critical applications, including enterprise resource planning (ERP) software, Microsoft SQL Server databases, Microsoft Exchange and a manufacturing controller program. After seven years, TBEI's Compellent system was running out of room and was out of support from the manufacturer, so the company looked to find a storage solution that could meet its capacity and performance needs.

### The Challenge: Replace Outdated Compellent System with Storage that Gives TBEI Room to Grow

TBEI considered replacing its end-of-life storage equipment with another Compellent system, but was also interested in Tegile Intelligent Flash Arrays. After doing due diligence online about whether Tegile could meet its requirements, TBEI went with the Tegile arrays based on "really good reviews," specs that were "fantastic" and a cost comparison with Compellent.

Newly hired Information Technology Manager Kurt Weinberg met with Tegile and its reselling partner XIOS to design a three-stage migration process. The first step would be to move its mission-critical ERP system with SQL Server backend to the new array as part of a planned weekend migration. The second stage involved moving over data from its Microsoft Exchange Server 2003, which TBEI plans to virtualize in the future. The last stage was to move six additional miscellaneous servers – five Citrix servers and one nesting server that runs the controllers that makes the cuts for its truck bodies and hoists. Weinberg describes the migration process as "smooth."

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"We kept our Dell Compellent up for a week after the migration then shut it down," said Weinberg. "Now, it's out of the rack and out of the building. I don't have anything negative to say about Tegile. It's been a really good experience."

### **The Solution: Tegile's Flash-Driven Arrays Deliver on Everything Promised**

Tegile's portfolio of Intelligent Flash Arrays are designed to accelerate a wide variety of enterprise applications – from smaller workloads to mission-critical deployments. They deliver a comprehensive set of data management capabilities while seamlessly supporting different storage media (hard disks, dense flash, high-performance flash) under a single storage operating system. Users can dial up or down the amount of flash storage needed to meet the specific performance needs of their applications. Tegile arrays provide the high performance of flash with the economics of disk storage.

Each array is powered by Tegile's IntelliFlash™ software architecture, which

seamlessly accommodates different storage media and provides advanced data management capabilities for data protection, data reduction and disaster recovery. With IntelliFlash, enterprises can deploy all-flash or a mixture of flash and hard disk in a single storage system.

Tegile Intelligent Flash Arrays deliver dramatic improvements in the utilization, footprint and cost of the storage infrastructure. The company's arrays enable the consolidation, virtualization and acceleration of enterprise applications with unmatched economics. Integration and certifications from leading enterprise applications ensures performance and compatibility.

### **The Result: Tegile's Intelligent Flash Arrays Provide TBEI with Improved Capacity and Performance**

With its previous Compellent system out of room and out of support, TBEI needed a storage solution that would provide the

necessary capacity and performance available to ensure operations could continue unfettered.

"Tegile delivered on everything that they promised," said Weinberg. "When I get my weekly reports, the compression is right as advertised. We have about 3TB of data native, which Tegile is compressing down to 1TB. We have plenty of room to grow into. I'm very happy."

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*- Kurt Weinberg, IT Manager, TBEI*

