Established as a family business in 1934, The Cartwright Companies is now a leading supplier of global mobility services. With 13 divisions, the company provides relocation services for residential, corporate, military, and government clients, as well as management, mobility, and payroll solutions for its customers worldwide.

Transpo Services, the technology division, provides IT solutions for the entire company, ensuring the best customer service possible. Using advanced analytics, Transpo helps Cartwright customers manage and reduce their expenses through world-class reporting capabilities, efficient claims handling, and convenient flat-rate pricing.

The Challenge: Finding an Affordable Solution that Could Keep up with Performance Demands

Every day, Transpo Services has a Herculean task: an IT team of just seven people must provide world-class IT for 13 different companies that help federal government employees and military families move across the globe. "Our bread and butter are helping military households move overseas. However, we also provide services for the State Department and other federal agencies," says John House, Network Administrator at Transpo. "Our mission is to make the relocation experience as smooth as possible for our nation's finest individuals."

However, running IT for 13 companies is no easy task. It doesn't just require a great team – it also requires excellent equipment. When House joined the team, their IT infrastructure was not up to the challenge.

"We inherited a situation where we were having all kinds of application dropouts, which was of course extremely problematic for our teams and customers," said House. "We did a deep dive on the situation and found all kinds of dropouts on our networks that impacted our VMware® infrastructure. We're talking about 100 millisecond lag times on our main Oracle® database – it was completely unacceptable."

The main culprit was the company's legacy storage array. "We worked tirelessly to try to resolve the situation with legacy provider, but in the end, we realized we purchased a product that couldn't handle the work we needed it to do," said Todd Stanley, IT Director at Transpo.

The Solution: Tintri IntelliFlash T-Series Hybrid Storage

With its mission clear, Transpo Services cast its net far and wide for a storage system that could support the nation's premier global relocation services provider.

"We looked at just about everyone – all major storage vendors – and finally narrowed it down to one," said House. "We were actually on the verge of signing the contract when a vendor of ours told us about Tegile [now Tintri].

Admittedly, we didn't know much about the company, but when we started asking around, we heard nothing but great things. So, we decided to give them a shot before committing."

Transpo was more than just impressed – they were sold on IntelliFlash immediately. "The original vendor we considered had a lot of nice things to offer, but in the end, they couldn't deliver on what we needed – an affordable solution in a single box. We were going to go with them and buy two arrays because we didn't know a better solution existed. But lo and behold, the IntelliFlash solution appeared right in front of our eyes," said House. "People always say there is no such thing as a single solution – but Tegile [now Tintri] provided us with just that."

IntelliFlash systems are fully redundant with no single point of failure and deliver unprecedented levels of performance, data consolidation, simplicity, and economics. All media are dual-ported

Challenges

• Transpo Services storage solution experienced extremely high latency that negatively impacted business operations and customers' experience

Solution

• Tintri IntelliFlash T-Series

Results

• 100 times faster than before

• 0.4ms average latency on flash

• 1.1ms average latency on hybrid

• Over 2:1 data reduction

• $50,000+ in cost savings

Tintri
Intelligent Infrastructure

and accessible through a pair of active/active controllers. Users can also take instantaneous, space-efficient snapshots for easy replication during disaster recovery. Inline compression and deduplication on SSDs and HDDs throughout the system help significantly reduce storage acquisition and operational costs. Redundant virtual server operating system images as well as hundreds or thousands of persistent VDI instances are reduced to a single flash-based storage instance that can launch in seconds.

The Results: Revamped Infrastructure with Extreme Cost Reduction

IntelliFlash is now the backbone of the entire Cartwright organization. Transpo uses its flash storage pool to store all its terminal servers and primary Oracle, SQL, and MySQL™ databases. The company then uses its hybrid pool for tier two and three storage – e.g., disaster recovery, Microsoft Exchange Servers, etc. Whether connecting through iSCSI or NFS, both pools work seamlessly with each other.

"The fact that we can have flash and hybrid in the same array is huge for us. We can move files back and forth, no problem," said House. "Best of all, expansion with IntelliFlash is effortless. We can add more hybrid or flash shelves with ease and mix and match file and block protocols with no issues – for example; it wouldn't be a hassle at all if we wanted to switch to Fibre Channel."

For Transpo, the benefit of switching between block and file-based storage is just the tip of the iceberg. The company is operating at blazing fast speeds now for a fraction of their prior costs. "On the flash side of things, we're running with a latency of less than one millisecond (400µs on average)," said House. "On the hybrid side, we're getting latency down to 1.1ms. We're getting speeds that are about 100 times faster than before. The whole experience is terrific. We didn't know these kinds of speeds were possible for the price."

Transpo is also reeling in the benefits of data reduction and deduplication. "We're currently reducing data at a rate of more than 2 to 1," said House. "It's pretty incredible, especially when you think about the fact that many other vendors – including the original vendor we considered – don't even have this feature. It makes a huge difference. It's like having a brand-new array without actually having to purchase one."

Best of all, Transpo was able to revamp its entire IT infrastructure at an extremely reduced cost. "We saved over $50,000 by going with IntelliFlash," said Stanley. "The whole experience just blew us away. A vendor we had never heard of came in, outdid the competition, and made our finance department happy to boot."

Experience Different! For more information on how Tintri IntelliFlash can turbo-charge your business success through a simple, Intelligent Infrastructure, visit tintri.com/intelliflash

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>
> *Todd Stanley, IT Director at Transpo*

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