



Derive Technologies and HPE SimpliVity Allow Private Equity Firm to Significantly Reduce Data Center Complexity and Cost

// At a Glance

CLIENT

>> Private equity firm (*name withheld at client's request*)

SYSTEM REQUIREMENTS

- >> Refresh the IT hardware, storage and virtualization.
- >> Build an extensible architecture to allow for expansion and contraction while adding enhanced business continuity and disaster recovery features.
- >> Add robust management tools to optimize operational efficiencies.
- >> Improve backup and restore capabilities to meet Service Level Agreements.

SOLUTION

- >> 2 Node SimpliVity 380 Cluster
- >> Flash storage built into the platform.
- >> VMWare virtualization
- >> VMWare vCenter Management Tool – Single point to configure and manage the entire installation
- >> Veeam Availability Suite
- >> Soft layer cloud services for disaster recovery infrastructure

This private equity firm – with offices in Manhattan and San Francisco – has been in business for more than 40 years and has over \$22 billion in assets. **Their formula for success** is buying growth businesses, assembling outstanding management teams, and building value through a combination of operational improvements, internal growth initiatives and strategic acquisitions.

As a long-term client, the firm viewed Derive Technologies as a trusted advisor for all things related to their IT environment. So when the organization was facing the convergence of two major events – the **physical move of their New York office** and the **end of life status of their core infrastructure** – they turned to Derive Technologies for counsel and recommendations. As an **HPE Platinum Partner** with a **Specialty Designation in Converged Infrastructure**, Derive Technologies has the necessary knowledge and experience to bring industry-leading technologies to the table. The assigned solution architect and engineering team immediately recommended that the firm consider moving from a **traditional on-premise hardware and software stack** to a **hyper-converged environment with HPE SimpliVity**. Not only would this solution significantly **reduce the data center footprint** (a timely advantage when moving to new office space), but it would also greatly **improve scalability, manageability and operational efficiencies**. In addition, the HPE SimpliVity solution – with its **built-in, end-to-end data protection** – reduces storage and bandwidth requirements, resulting in more recovery points and enhanced disaster recovery and business continuity capabilities. The firm's leadership team quickly got on board with the recommendation.

Derive's End-to-End Implementation Team Delivers

Once approved, the Derive project team went to work on the full infrastructure refresh. At its **IT Staging, Configuration and Benchmarking Center** in Lower Manhattan, Derive Technologies was able to pre-configure, benchmark and test the complete solution, minimizing disruption to the client's day-to-day operations.

Once onsite, the solution was racked, installed and tested once again. Once VMs, cluster and disaster recovery were set up and tested, the platform was turned over to the client application teams.

With VMWare 6.5 already in place, the built-in integration with SimpliVity allowed for smooth operational transition. The client's IT team was now able to manage the entire infrastructure – including compute, storage and virtualization – with VCenter, while enjoying the **added SimpliVity plug-in features** of advanced data services for data efficiency, data protection, and VM-centric management and mobility.

Building for the Future

With the market-leading hyperconverged infrastructure as the foundation of its operation, this private equity firm has added a game-changing factor to its success formula. Today's financial institutions face an increasingly strict regulatory and legal landscape which demands stringent security and customer privacy. In addition, the growth of data that is used for modeling and analysis and the speed with which it is expected to be gathered and assimilated can no longer be handled by traditional legacy systems. This firm – with the help of Derive Technologies and HPE SimpliVity – can trust that their technology will keep them agile, hyper-efficient, and one step ahead of the

"The HPE SimpliVity solution was precisely what we needed at this point in our company's evolution. Having the ability to tap into the advantages of cloud computing while adding even greater data security and DR/BU capabilities was something we did not think was possible. But with HPE SimpliVity and the Derive Technologies' team, it quickly became our new reality." - Chief Technology Officer, Private Equity Firm

ABOUT DERIVE TECHNOLOGIES

Founded in 2000, Derive Technologies is an national provider of innovative cloud, data center, virtualization, mobility, collaboration, networking, security, managed services and IT purchasing solutions. Our deep bench of highly experienced and innovative team members allows us to design and deliver progressive business technology solutions that allow our clients to drive innovation while reducing complexity and cost.

We serve organizations in healthcare, financial services, government/public sector, education and professional services with solutions developed together with Hewlett Packard Enterprise (HPE), HP, Microsoft, Cisco, Citrix, Apple, VMware, Lenovo and other global technology leaders.

Derive Technologies is certified as a **Minority-Owned Business Enterprise (MBE)** allowing us to engage in business relationships with corporations, government agencies and public sector enterprises which have been empowered to offer opportunities to minority-owned suppliers.

// Results

- >> Significantly reduced costs that were associated with server and storage hardware (system updates/upgrades, maintenance, power/cooling usage and physical workspace requirements.)
- >> Eliminated over five hours per day of administrative time previously required for back-up and trouble-shooting.
- >> Reduced software licensing costs by eliminating superfluous applications.
- >> Ensured business continuity with built-in data protection and disaster recovery.



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