



Martins Group deploy highly scalable StorageCraft OneXafe to safeguard business against rapid data growth



Client Profile

Martins Group

Company

Martins Group

Country

United Kingdom

Services

Car Dealership

Number of employees

280

Solutions

StorageCraft OneXafe 4412

Introduction

Hampshire Business Computers (HBC) is a UK based MSP with over 30 years' experience in providing IT solutions, support and expertise to its clients.

Graham Barnes, Engineering Manager at HBC was introduced to the capabilities of StorageCraft's solutions at the EMEA StorageCraft Partner Conference in Portugal in 2018, where it became clear that the converged scale-out storage OneXafe solution in particular could help a number of his customers address their secondary storage challenges.

One such customer is Martins Group (Martins), a family car dealership that has franchises with a number of high-profile brands such as Volkswagen, Nissan and Renault. It has been a client of HBC for over 15 years.

The challenge

Martins had two Windows 2008 file servers that were reaching end of life and needed retiring and replacing. Combined, the servers only held around one terabyte of data.

Although this is not a large volume, data consumption across the motor industry is on the rise due to the increasing usage of video recordings and photo content to improve customer service. This increase in unstructured data has an impact on the recovery time during any system downtime.

“As a business, we are becoming more and more digitised. We are increasingly using video and photo content to offer better customer service and experience, but this came at a price. The increase in unstructured data meant that our storage requirements were out-growing the infrastructure we had in place and we were running out of traditional disk space ”

Ray Bunce
Group IT Manager at Martins.

As a solution, the organisation was resorting to using extra storage on other servers, resulting in scattered data storage across the business. For HBC, as the safeguarders of Martins data, this, along with the rise in unstructured data, provided a challenge when it came to optimising and streamlining data backup and security processes, and accentuated the need for a more consolidated secondary data storage solution.

The solution

After hearing about its capabilities at the Partner Conference, HBC recommended StorageCraft's OneXafe 4412 platform as the ideal replacement for the old file servers at Martins.

The only alternative considered was to install another file server. However, to set up the server and migrate the data would have taken at least three days, a timeframe that would not be feasible for Martins.

“As a small business, we knew Martins simply could not afford to risk downtime. It was crucial that we had a solution that would be seamless to install,” said Graham Barnes, Engineering Manager at HBC.

Prior to deployment, HBC had two calls with StorageCraft to ensure they were fully educated about the solution and supported ahead of the set-up process. When it came to deployment, OneXafe's simple 'plug in and play' approach meant that it only took two hours to deploy, resulting in minimal downtime for Martins.

A major requirement for Martins was a scalable storage model that could grow in line with its data demands. OneXafe's pay as you grow model means that it is highly scalable, perfectly matching Martin requirements in terms of future data growth and storage.

OneXafe takes data snapshots every 90 seconds, protecting Martins against ransomware by ensuring that files can be easily recovered. From an MSP perspective, this means that HBC can be safe in the knowledge that its client's data is protected at all times. Furthermore, OneXafe's minimal management requirements ensures time is not taken up with day to day software maintenance, and IT resources can be allocated more strategically.



Results

Both HBC and Martins consider the deployment of StorageCraft OneXafe a great success.

“ We needed a solution that not only had enough storage for our requirements today, but also enough scalability to support us for years to come. OneXafe is that solution. Its low management requirements and high scalability capabilities mean that we can focus on what we do best - providing our customers with the best service possible. ”

Ray Bunce
Group IT Manager at Martins.

For HBC, the excellent customer service that they received from StorageCraft, right through from initial deployment to ongoing management, has meant that the process has been seamless and fully supported from start to finish.

Graham of HBC, said: “OneXafe is an industry leading solution, with good reason. From the implementation phase to the day-to-day management, our experience with StorageCraft’s OneXafe has been nothing but positive. We will definitely be recommending StorageCraft products to customers moving forwards.”



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