

Telecom Solutions Provider Deploys Virtualized Private Cloud on FlashServer™ 2Ux4 Converged Hardware Platform

Cuts Rack Space 75% - Costs 35%

Key Highlights

Industry

Telecom Solutions Provider

The Challenge

Replace a large number of legacy physical servers and older IT architecture to improve costs, efficiency and flexibility.

The Solution

Create a flexible, cost effective virtualized private cloud solution using FlashServer 2Ux4 series servers.

Benefits

- Cut power and cooling costs over 50%
- Used 75% less rack space
- Savings of over 35% from competitors offerings
- Gained flexibility to easily deploy new applications
- Better scalability and future-proofed design



Customer Profile

HyperCube, a subsidiary of West Corporation, is a premier provider of local and national tandem services to carriers throughout the United States. HyperCube provides tandem interconnection services to the competitive marketplace, including wireless, wire-line, cable telephony and Voice over Internet Protocol (VoIP) companies.

The Challenge

HyperCube was looking to modernize and improve the costs and efficiency of their legacy, physical server based architecture model. HyperCube was faced with the following challenges designing their solution:

- Addressing the growing server sprawl and associated costs due to rack space, power and cooling needs
- Improving their flexibility to more quickly handle new and unexpected application requirements
- Providing a better, faster environment to do development and testing
- Seamlessly integrating their new hardware / infrastructure within their existing environment

The Solution

HyperCube made the decision to deploy a virtualized, private cloud / resource pool solution based on XenServer technology. In support of this environment, they assessed hardware solutions from a variety of vendors including Dell, IBM, HP and Winchester Systems.

HyperCube has been a loyal Winchester Systems customer since 2006, using FlashDisk products in a variety of key applications. They count on Winchester Systems as their trusted partner for storage / SAN technology.

According to Aubrey Roberts, Senior IT Systems Engineer at HyperCube, FlashDisk products are

“... Easy to use, dependable and come with great ongoing support... They just work!”

When the team at HyperCube reviewed the proposed FlashServer 2Ux4 Series solution from Winchester Systems – the flexibility, savings and performance it offered impressed them. Roberts indicated, his management was

“... Instantly interested from a cost, performance and rack-space footprint savings perspective...”

The FlashServer 2Ux4 Series solution HyperCube purchased compared to the competitors offerings dramatically cut the rack space requirements from 32 RU's down to only 8 RU's, while meeting the same performance and capacity but at a cost savings of 35% to 40%.

HyperCube also appreciated that Winchester Systems took the time to listen and design a solution that fit into their requirements versus trying to modify the requirements to fit a “one size fits all” solution like the other vendors.



THE FLASHSERVER 2UX4 BY WINCHESTER SYSTEMS

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- Aubrey Roberts,
Senior IT Systems Engineer,
HyperCube

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