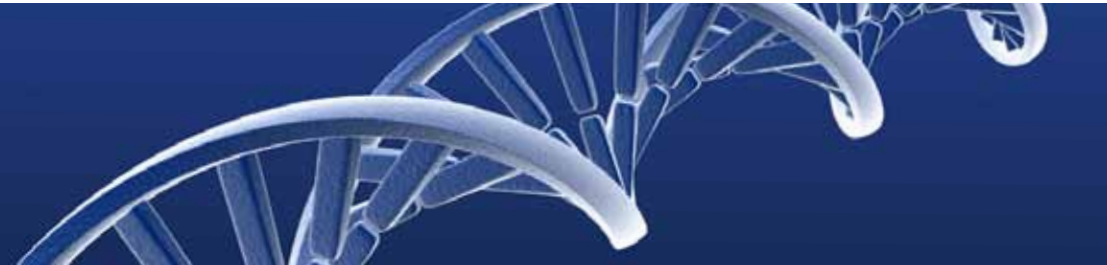




Bringing SANity to Storage Costs



“Celeros offered us far more for our money than other types of SAN storage that we considered. We now have almost ten terabytes of dedicated SAN storage supporting about thirty different medical and academic databases and an off site Disaster Recovery solution. Other than Celeros, there was no better way to achieve this within our budget.”

— Jim Ablordeppey Network Specialist, University of Cincinnati

### Celeros IP SAN Solutions Provide Superior Price / Performance Network Storage to Midwestern University Medical Center and Research Facility

## The Customer

Since its founding over 150 years ago, this major U.S. University has been a center of cooperative education and innovative developments in medicine, including significant disease-prevention pharmaceuticals. Success in medical research is largely dependent on how effectively individuals are able to manage vast stores of data and information.

“We have about 4,000 users within our Medical Center and affiliated colleges,” explained a network specialist in one of the University’s medical technology departments. “It is critical for us to have highly available and secure access to large databases that are organized, filtered, and highly relevant for specific tasks and needs at the University.”

Until recently, the primary database storage system was a shared campus-wide fiber channel storage area network (SAN) with attached file and print servers configured for high availability clustering using Microsoft Cluster Server.

While the system worked well, the cost was relatively high - there were monthly fees for storage on the fiber channel SAN – and the system was not quite as flexible as technical personnel wished it would be.

## Why Celeros?

“We really wanted our own SAN system dedicated to our group,” the specialist explained, “But the cost for a fiber channel SAN with the amount of storage we needed was higher than our budget allowed. We determined that the price/performance of a Celeros XL Series IP SAN was much better than a fiber channel SAN and it solved all of our critical needs at a small fraction of the cost of a fiber channel SAN.”

The group selected a Celeros EzSAN XL23 iSCSI appliance outfitted with twelve 250-gigabyte drives for a total of 3.0 terabytes of storage. This was integrated with two high availability SQL 2005 servers to support about thirty different databases, each with a roughly 60 gigabyte capacity.

#### FOCUS:

Storage Area Networks

#### INDUSTRY:

Academia/ Medical Research

#### ORGANIZATION:

Major Research University

#### SPECIALTY:

Academic and Medical Research

#### LOCATION:

Midwestern USA

#### APPLICATIONS:

Massive Medical Database Storage  
Backup and Archiving

#### CELEROS SOLUTION:

EzSAN XL23 w/ 3.0TB  
EzSAN XL23 w/ 4.8TB

## CUSTOMER SUCCESS STORY

“Our total cost of ownership for Celeros is far less than other storage solutions we considered.”

“You cannot run a medical research facility without many terabytes of highly-available storage. Celeros has become vital to our success.”

“The reliability, availability and scalability of our Celeros IP SAN has been excellent. We can easily and inexpensively add additional terabytes of storage any time we wish.”

As with the fiber channel SAN used previously, the Celeros IP SAN was configured for high availability clustering using Microsoft Cluster Server.

“The Celeros SAN was much less expensive and allowed our department to manage all of our networked storage resources internally. The management tasks related to deploying our own fiber channel SAN would have become more complicated than we wanted to tackle.”

For example, system backups and restores for a fiber channel SAN would have required special attention from a different IT group on a different part of the campus. The high availability SQL database clusters used by the group were mission critical to their Web sites and the Medical Center’s core applications and thus it was important for the group to have maximum flexibility and localized departmental control.

### Two Successful Installations

An initial 3.0 terabyte system was deployed successfully in 2005 and the technology group began immediately enjoying the cost / performance benefits.

In 2006, the department purchased a second Celeros XL23 appliance outfitted with twelve 400-gigabyte drives for a total of 4.8 terabytes of storage.

### Easy Implementation / Accessible Support

“We were very pleased with how easy it was to get our Celeros IP SAN appliances up and running,” the specialist reported.

Throughout both deployments, the Celeros telephone support team worked closely with the group to assist in every possible way. Although it never became necessary, Celeros service personnel in the midwest were available to provide on-site support if it had been needed.

“Sometimes when we contact vendors for support, we have to struggle through layers of voice mail until we get to the people who can help us,” he said.

“Whenever we called Celeros for telephone assistance, we were immediately able to talk with knowledgeable, technical people who quickly answered our questions. Our Celeros implementation could not have gone more smoothly.”

The group’s two successful Celeros SAN procurements and deployments have turned some heads on campus - in a very positive way. Other departments at this major University are now seriously considering Celeros to fulfill their needs for highly reliable, easily installed and managed, low-cost networked storage.



1170 Hamilton Court  
Menlo Park, CA 94025  
888-306-0646

For more information go  
to [www.celeros.com](http://www.celeros.com)  
[info@celeros.com](mailto:info@celeros.com)  
[sales@celeros.com](mailto:sales@celeros.com)

### Key Benefits of Celeros iSCSI-based SAN Storage Appliance

- Comprehensive networked storage solution that supports massive mission-critical storage for complex applications
- Interoperability with high-availability clustering solutions
- Easy, simplified implementation and ongoing management
- Price / performance ratio that exceeds other SAN solutions by 5x to 10x
- Tier 1 telephone support and on-site service when needed

