

CASE STUDY

Sitec

Sitec, a computer services company located in Corsica, has been in business for more than 30 years. Currently employing 35 people at two sites, the company recorded a €3.5 million revenue in 2018. With its core business focused on IT hosting, Sitec also has two divisions focused on local public authorities and tourism, a research centre, and a centre specializing in industrial IT. Its clients include the Corsica Linea ferry line, plus hotels, banking institutions, and private and public sector customers.

Business Transformation

Sitec deployed Pure Storage® FlashArray™ to improve operations and ensure that its customers receive high-quality, cost-efficient service.

Challenges

- Improve access performance to its largest server
- Reduce latency
- Increase IOPS to meet customer expectations

Solution Benefits

- Reduced storage latency reduced by 95%, with an average of 5,000 IOPS
- Achieved total data reduction rate of 9.8:1 with over-allocation techniques (4.7:1 without over allocation)
- 70TB of data stored on less than 9TB, with an array usage rate of only 50%



Geo

France

Industry

Data center services

Company

Sitec

www.sitec.corsica

Use Case

- VMware vSphere
- Citrix Xen-Server
- KVM
- Hyper-V, Linux



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GÉRARD MONTELEONE, SITEC

[Sitec](#) needed to upgrade part of its storage system to address an access performance problem on one of its largest servers, which impacted the quality of service provided to customers.

“We had been seeking a solution to address the problem of latency and insufficient number of IOPS for one of our databases, and more generally to review the latest technological advances for storage,” said Gérard Monteleone, data center manager at Sitec.

Finding Quality

Sitec heard about Pure Storage through the testimonials of other customers. Sitec selected Pure for two main reasons: the technical quality of its equipment and the quality of services offered.

“Pure Storage first distinguished itself with its very powerful controllers, offering greater memory capacities than the competition, as well as an impressive number of IOPS,” said Monteleone. “We were also attracted by the contractual commitment that Pure offered on its announced and observed compression rate. Pure is the only supplier to have made this type of proposal, which seemed all the stronger to us.”

Pure also met Sitec’s expectations for services, with its permanently available support service and the availability of spare parts on site. It was “a strategic option for us in Corsica, knowing that the delivery times for spare parts are extended because we are on an island,” Monteleone explained.

Another key factor was Pure’s maintenance price. “The fact that the price was fixed beyond the fifth year of acquisition, at the same volume, was a strategic argument, allowing us to continue using the array without risking a prohibitive maintenance cost from the sixth year onwards,” said Monteleone. Finally, Sitec was attracted by Pure’s Evergreen™ Storage Subscription and guarantee of [non-disruptive upgrades without downtime](#).

Delivering for Customers

The tremendous feedback from other companies convinced Sitec to acquire a Pure [FlashArray//X20](#) array. The implementation was very quick: “Pure teams took the time to carefully teach us how to set up and use the hardware. In two days, everything was installed and mastered, and we were able to immediately migrate our virtual machines independently. The monitoring and performance

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analysis tools are very useful and simple to use,” explained Monteleone. “I didn’t experience any difficulty understanding this equipment, which brings us a certain serenity and peace of mind on a daily basis knowing that Pure’s support teams are simultaneously looking after any possible issues.”

Sitec’s storage upgrade is a strong business argument for its end customers. “While guaranteeing our customers a high-quality service, our new array also reassures them of our ability to evolve in terms of technology and the fact that they can trust us in the long term,” added Monteleone.

After more than six months of use, the Pure array—which hosts most of Sitec’s [virtual machines](#)—has enabled the company to reduce its latencies by 95%, with an average performance of 5,000 IOPS. Thanks to the total data reduction rate of 9.8:1 observed with the use of over-allocation techniques (and 4.7:1 without over allocation), the 70TB of data stored actually occupies only 8.6TB.

“With such a compression rate, we have chosen to outsource more data than originally planned in order to benefit from a lower price per terabyte, lower than the one offered by other suppliers,” said Monteleone. “At the moment, our array is only using 53% of its total capacity, with no impact on its performance.”

Fully satisfied with this storage solution, Sitec has chosen to acquire a second array for its second data center without going through a competitive-bidding process.

“Pure Storage has convinced me of its quality,” he says. “I will have no difficulty recommending the choice again. We already intend on moving more of our business to Pure Storage arrays to take advantage of the [space saved through data compressions](#).”

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PS1026-0111/2019

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