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**Introduction**

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**Business Challenge: Infrastructure Modernization, Data Protection and IT Simplification**

Totes’ legacy IT environment—a mix of IBM, Dell, other servers and EMC SAN arrays—was running out of capacity. Preston Cruser, director of IT infrastructure and operations, planned to refresh and expand the company’s IT infrastructure as part of an ERP initiative. After evaluating a number of options including EMC and Nutanix, Cruser selected HPE SimpliVity hyperconverged infrastructure.

“HPE SimpliVity’s hardware-accelerated data compression and dedupe capabilities were a major differentiator,” explains Cruser. “The product packs a ton of capacity and performance into a compact, easy-to-manage appliance. The small footprint will be especially important as we expand into remote offices in the future. The Nutanix solution would have required three nodes per office, compared to one with HPE SimpliVity.”

**HPE SimpliVity Solution**

HPE SimpliVity provides a scalable, modular, 2U building block of x86 resources that offers all the functionality of traditional IT infrastructure—including server, storage and data protection functions—in a single device, with a unified administrative interface. Totes installed HPE SimpliVity services in its
primary and secondary data centers for high availability and disaster recovery. “The HPE SimpliVity product was really easy to deploy,” explains Cruser. “We were up and running in less than a day.”

HPE SimpliVity helps Totes safeguard critical applications and data while containing CAPEX and OPEX. “The HPE SimpliVity solution costs about 25% less than the other options, while providing far greater capacity,” says Cruser. “And because it consumes a fraction of the space and power of our legacy platforms, it will be far less expensive to operate over the long run.”

HPE SimpliVity’s data efficiencies help Totes improve RPOs and RTOs, while containing storage costs. System administrators can backup or recover lost data in just seconds, compared to minutes or hours with the legacy EMC Avamar backup solution. And with the HPE SimpliVity solution the company is able to maintain 50.32 TB of logical data using only 1.53 TB of physical storage.

HPE SimpliVity’s VM-centric administrative interface streamlines ongoing operations, while freeing up IT staff for core business activities. Central administrators can clone, move, backup and restore VMs quickly and easily—using the familiar VMware vCenter console. “With HPE SimpliVity, we can get VMs up and running in seconds and hand them over to the apps team,” explains Cruser. “The same process used to take hours with our disjointed legacy systems.”

Based on the success of the ERP implementation, Cruser has standardized on HPE SimpliVity for the company’s next-generation IT architecture. Over time, he plans to decommission the legacy systems and migrate other applications and IT services to HPE SimpliVity.

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— Preston Cruser, director of IT infrastructure and operations, Totes-Isotoner

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