Dustin Group replaces VMware and Hyper-V with a New-Age IT Stack

Success Story

▷ Dustin

About Dustin

Dustin is a leading IT and managed services provider (MSP) with operations in Northern Europe. The Company offers IT products with associated services and solutions to companies, the public sector, and private individuals. Their main focus is on small- and medium-sized companies.

Dustin has more than 1800 employees. Sales for the 2018/19 financial year amounted to ~€1.2 bln ($1.4 bln). More than 90 percent of Dustin's income comes from the corporate market. Dustin Group has been listed on Nasdaq Stockholm since 2015 and has its head office in Sweden.

The Challenge

To meet the changing needs of customers, Dustin needed to have a highly efficient cloud platform. However, over time they had acquired multiple IT platforms that had become too large, complex, and expensive to manage efficiently.

Dustin launched a large-scale project with three primary goals:

• Consolidate its various hardware and software platforms into a New-Age standardised cloud platform that serves all their business units and customers.
• Streamline their operating expenses by eliminating IT management overhead, while simultaneously providing superior performance and service quality.
• Implement new technologies that remove old limitations and increase the flexibility of their platform, enabling faster responses to market dynamics.

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The Solution

Dustin embarked to do the unthinkable - replace their traditional software stacks - VMware and Hyper-V with a New-Age IT stack powered by KVM.

The project also involved replacing the siloed pieces of specialised legacy hardware infrastructure. This included replacing SAN/NAS storage and Fibre Channel networking with Software-defined Storage (SDS) and Software-defined Networking (SDN), running on standard hardware, as per the forward-looking Software-Defined Data Center (SDDC) architecture.

To fill in the missing pieces, Dustin engineers did extensive research on the best-in-class innovative technologies and extensively tested several of them.

They selected StorPool Storage (SDS) for their primary and secondary block storage needs and OpenNebula as their cloud management system, running the KVM hypervisor.

The end result is a powerful, scalable, API-driven, and efficient cloud platform, which was easy to deploy across all Dustin data centres. It allowed them to increase competitiveness, eliminate vendor lock-in, and improve service quality. All with low capital expenditures, optimised operating expenses, and fewer internal IT operations experts.

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> We are very pleased with the engagement with StorPool and their ability to meet our special needs. In addition to the unique data storage solution, they provide us with first-class support with which we are very happy!
>
> **Dan Mårtensson**
> Product Manager Infrastructure and Cloud-services at Dustin Group

Why Dustin chose StorPool

- Proven product quality and track record in new-age clouds
- The solution is feature-rich and met Dustin's complex needs
- Multi-platform support - StorPool can provide storage to multiple IT stacks from one system - be it KVM, VMware, Hyper-V, bare metal, Kubernetes and more
- Support quality - StorPool's team is very knowledgeable and easily accessible
- Fully managed Service (FMS) which offloaded Dustin's IT operations team from the day-to-day storage operations. Storage management, monitoring, and fine-tuning are all handled by StorPool.
- Pay-as-you-grow pricing model with seamless scalability.

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> Dustin has stable growth and we regularly add new customers to our platform. It is hard to predict exactly how much capacity you will need at any moment. We want to be as close as possible to fill in the resources and utilise them efficiently. There is quite a lot of smartness built-in in StorPool in terms of utilising the capacity.
>
> **Dan Mårtensson**
> Product Manager Infrastructure and Cloud-services at Dustin Group

Key Benefits

- Single technology stack, across all companies and all locations
- Faster and better service for all Dustin customers
- Seamless scalability & flexibility
- Offloading of IT staff to re-focus on core business
- Lower capital expenditures (CAPEX) and optimised operating expenses (OPEX)
- Reduced vendor lock-in

Learn more at storpool.com

StorPool Storage is the leading provider of block-level SDS storage on the market. Its enterprise solution is used by public and private cloud builders, enterprises, MSPs, SaaS, hosting and cloud providers. It comes as a software, plus a fully-managed data storage service that transforms commodity hardware into a fast, highly available and scalable shared-storage system.

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