

Atos Modernizes and Optimizes
their Virtual Private Cloud Platform
with a Primary Storage Solution
from StorPool



Atos

Industry

Information Technology Services and Consulting

Solution

Reliable, Agile, and Fully Managed Primary Storage Solution with Pay-per-Use Billing

Technology Stack

- **Applications:** Oracle and non-Oracle applications and databases
- **Cloud Platform:** oVirt
- **Hypervisor:** Oracle KVM
- **Storage:** StorPool Storage
- **OS:** Oracle Linux
- **Network:** Cisco Nexus, Dell PowerSwitch
- **Servers:** Dell PowerEdge (AMD EPYC, all NVMe SSD)

www.atos.net

@Atos

www.linkedin.com/company/atos/

Success Story

About Atos

Atos is a global leader in digital transformation with 110,000 employees and annual revenue of €12 billion. European number one in Cloud, High-Performance Computing and Cybersecurity, the Group provides tailored end-to-end solutions for all industries in 73 countries.

In 2013, Atos launched the Virtual Oracle Computing (VOC) Hotel for customers with Oracle or non-Oracle applications that want flexibility and a low Total Cost of Ownership (TCO). The solution aligns with Atos customers' business demands. It optimizes their TCO by giving them complete control over their Oracle license allocations and support costs.

The Challenge

The Atos VOC Hotel runs the critical workloads of hospitals, banks, insurance companies, government agencies, and others. Unplanned downtime is not an option. Therefore, since the beginning, the Atos VOC Hotel has been a reliable and agile private cloud platform that delivers high availability and high service levels for their production and non-production environments.

Atos had five significant challenges:

- Maintain service quality while optimizing prices.
- Align the pricing model of the storage layer with the operating-expenses (OpEx), pay-per-use model offered to Atos VOC Hotel end customers.
- Remove maintenance windows for hardware replacements and software upgrades.
- Modernize the hardware components used for the virtual private cloud platform to stay competitive.
- Optimize platform life cycle and costing management.

Hink Wiersema needed to solve these challenges. He needed to find a storage partner with an OpEx pricing model that delivers a better TCO than alternatives. The partner had to provide a storage platform that is always online and enables seamless refreshing of hardware generations while delivering the reliability and agility customers expect from the Atos VOC Hotel.

The Solution

Hink reviewed the traditional hardware 'Appliance' based storage solutions from various providers. They offered capital-expenditure (CapEx) based cost patterns that led to complex and expensive platform life cycle management. He needed a solution that delivers the reliability associated with his product while decreasing his team's operating overhead. Ideally, the solution would convert cost-effective and standard servers into productive storage systems that operate efficiently for the Atos VOC Hotel use cases.



When he and his team did the calculations and compared the solutions, they selected StorPool based on the unmatched reliability and speed they observed. Furthermore, they were impressed by the StorPool team's engineers and solution architects and satisfied that StorPool solved the hardware life cycle management issues they experienced before. The storage system also delivered the always-online operating model customers expected from a modern 24x7 hosting platform like the VOC Hotel. The final point that sealed the deal was that StorPool bills Atos on a pay-per-use (OpEx) basis for the storage being used by end customers, so Atos can continue to deliver excellent services while offering even more flexible pricing to their customers.

The StorPool product is perfect from cost, flexibility (grow-as-you-go), and performance point of view. Second - and for us equally important - is the way the StorPool team helps us to build the most advanced hosting platform and their fast and committed support in case of an issue.

Hink Wiersema

Product Manager and Architect at Atos



To build the new storage platform for VOC Hotel, Atos replaced the legacy storage appliances in two data centers with multiple standard Dell servers fully stacked with NVMe SSDs. StorPool Storage converted these servers into primary storage systems that serve as the Atos VOC Hotel storage layer. They plan to gradually scale out the deployment from 2021 on, growing the infrastructure's capacity by 100% to 150% per year.

How StorPool Optimizes the Infrastructure of Atos

With StorPool, Atos can replace hardware components like deprecated servers or failing SSDs, or perform software and firmware upgrades in-flight - without impacting their service availability. Atos outsourced the entire storage layer management to StorPool, and the Atos team simply creates and manages storage volumes. Atos reported a notable decrease in costs per TB for storage licenses and maintenance, leading to an overall TCO reduction. They also recorded a significant performance increase of their private cloud platform that is well-received by their customers.

Key Benefits

- Customers are Experiencing Improvements in Service Quality and Performance
- Streamlined Operations - Lowered Expenses and Load on Workforce
- Effective Hardware Life Cycle and Costing Management
- Always Online - Eliminated the Need for Maintenance Windows with Service Downtimes
- Stopped Paying Premiums for Standard Components
- Achieved Flexibility, Extreme Reliability and Speed with Standard Servers
- Aligned Storage Costs with Business Needs and Objectives



Learn more at storpool.com

StorPool Storage is an agile storage platform designed for large-scale cloud infrastructure. It converts sets of standard servers into primary or secondary storage systems. The StorPool team has experience working with various clients - Managed Services Providers, Hosting Services Providers, Cloud Service Providers, enterprises, and SaaS vendors. It comes as a software, plus a fully-managed data storage service that transforms standard hardware into fast, highly available, and scalable storage systems.