

NETGEAR® ReadyNAS® Serves Data For Leading Venture Capital Firms In Silicon Valley



Profile

The Technology Strategy Group (TSG) is an information consulting firm that provides a full range of business technology consulting, as well as technical and training services, to help organizations realize the full value of their IT investment. Located in the heart of Silicon Valley, TSG serves the needs of leading Venture Capital and Private Equity firms on a local, national, and international basis. TSG hosts and proactively manages the entire computing environments of its clients, enabling these vibrant small and mid-size companies to focus on running their businesses, rather than on their technology infrastructure.

Background

Technology Strategy Group prides itself on providing its clients with the most productive, efficient, stable computing environment possible, via leading-edge technology innovations. Initially, TSG employed a variety of backup solutions to fit each client's unique environment. However, the large footprint, disparate permissions, unreliable stability, issues with security and performance, and increased costs were cutting into TSG's bottom line, while reducing the benefits the company could offer its clients. The company now hosts its client environments on a VMware cluster in its datacenter, via a hardware VPN from a Windows server at each client's site. Since everything is managed remotely by TSG, the clients can simply "plug and go" when they grow, move office locations, or when their needs change in any way.

To support this consolidated VMware environment, a little over a year ago TSG purchased some NETGEAR® ReadyNAS® desktop storage systems as the primary backup targets and they have performed extremely well.

PROBLEM/OBJECTIVE

ENABLE GROWTH STRATEGY, WHILE MAINTAINING COST EFFICIENCY

The new strategy is working. With its hosting business rapidly growing, TSG expects their client volume to triple by the end of the year. Additionally, the company wants to expand their services to include archiving, in addition to their current hosting solution. With this expansion, TSG requires significantly more capacity and the option to archive effectively. "Right now, we're continuously managing 3TB of data, with another 1TB of weekly data coming from our clients' sites", says Marcus Olson, Managing Partner at TSG. "We'd like to offer longer-term archiving, but with our current storage capacity, our capabilities in that area are really limited right now. This will become even more important with a potential new SEC regulation that would require VCs to archive their data for a period of five years."

Marcus researched his alternatives, but found that most storage systems either lacked the power, features, and functionality he needed, or were way more than he required – with a price tag to match. "We needed a system that would work with both Linux and Windows environments, would support rsync and VLANs, and give us the flexibility to choose from a variety of backup solutions", says Marcus. "Scalability was also key, since we want to start archiving the critical data we're receiving from our clients. The system had to be able to meet our growing needs." Considering the positive experiences TSG has had with the ReadyNAS desktop systems, Marcus turned to NETGEAR once again for the solution.

SOLUTION

NETGEAR READYNAS 3200 DELIVERS CAPACITY, PERFORMANCE AND FEATURES AT AN AFFORDABLE PRICE

Marcus determined that the NETGEAR ReadyNAS 3200 rackmount storage system would best meet TSG's needs. With 12 bays for up to 24TB of hot swappable storage capacity, two gigabit Ethernet ports with load balancing and failover, and integrated backup manager and

replication functions, the ReadyNAS 3200 provides the power and performance TSG requires – at a price that keeps their clients' costs down. "The ReadyNAS 3200 has everything we need", says Marcus. "Getting this much power, performance, and a rich feature set at a small business price will be a tremendous advantage for us."

With the acquisition of the ReadyNAS 3200, Marcus has already begun planning the rest of his strategy. "I want to use the desktop systems for onsite-offsite replications", says Marcus. "We use 2TB USB drives as backup targets with the built-in backup manager, and rotate them offsite on a weekly basis. This gives our customers a 5 year protection schedule, yet we've spent less than \$1,500 for a solution that could have cost \$15K." And his next step? "I would like to remove the Windows DFSR servers at each client's site, and replace them with a ReadyNAS system that syncs back to our colocation facility. It would increase the efficiency we could offer our clients, while further reducing their IT footprint and associated costs. I must say I'm impressed with NETGEAR's new line of business class products."

RESULT

THE IDEAL SOLUTION

Marcus has been testing the ReadyNAS 3200 for approximately one month now, and is pleased with the results. "It provides the performance benefits we were looking for, while providing the capacity we absolutely require to provide the archiving service", says Marcus. "It's already proven itself to be the ideal solution for us." Marcus plans to put his new 3200 into production later this month, to position TSG for their anticipated increase in volume.

Technology Strategy Group prides itself on developing unique solutions to maximize the ROI of the technology investments made by their clients. For TSG, ReadyNAS is a venture that has paid off.



ReadyNAS® 3200

NETGEAR
5 YEAR
WARRANTY*

*The 5-Year Hardware Warranty and the Lifetime Hardware Warranty only cover hardware, fans, and internal power supplies, and does not include external power supplies or software. Hardware modifications or customization void the warranty. The warranty is only valid for the original purchaser and cannot be transferred.

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