



## Profiles in Customer Success

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### Maxta Opens the Door to Simplified IT Management for Leading Commercial Security Manufacturer

For more than 30 years, Designed Security Inc. has developed custom and standard state-of-the-art security and access control solutions for corporate, commercial, government and industrial markets. The 30-employee company based in Bastrop, Texas, takes pride in being an industry leader, providing comprehensive engineering and technical support of its products. DSI security products, from optical turnstiles to door management, are installed in many high-profile public buildings, as well as non-public facilities within the private and public sectors.

The company has designed, deployed and maintained several different implementations of IT infrastructure through the years. The most recent incarnation consists of three heterogeneous servers running in a virtualized environment, which includes a mission-critical manufacturing database that tracks everything from design to manufacturing to sales; a domain controller; a Microsoft Exchange server for company email; a VOIP system and several other appliances supporting various tasks.



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*The Challenge: Quickly overcome technical issues in the virtual environment without interrupting the production environment*

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In his role as systems analyst for DSI, John Holland wears a lot of hats. He is responsible for the IT infrastructure that keeps everything running. In addition, his duties include writing all the instructions for the company's products. Over the course of two decades with DSI, Holland has personally replaced the infrastructure several times.

While attending a local technology seminar, he saw a presentation from Maxta that intrigued him. Holland invited Maxta representatives to visit DSI headquarters to describe in depth how the Maxta solution works and help him determine if it would be a good fit.

After realizing Maxta software could benefit the company – offering greater storage capacity, better protection against drive failure, and maximizing the redundancy of his virtualized servers – at a price he could afford, he selected MxSP® software for deployment in his current environment.

Like many organizations, DSI has experienced various technical challenges over the years – from a RAID-10 array that lost a drive, followed by another drive failure during the rebuild which resulted in a time-consuming recovery from cloud storage, to needing to move VMs from one server to another to perform routine maintenance and upgrades, as well as dealing with problems as they arose.

“Due to our VMware licensing, if I wanted to do something, it would take me hours and hours,” said Holland. “I would have to shut down one of my VMs and move it over to another one. It was very time consuming and prevented me from getting a lot of work done. I couldn’t interrupt the production environment so it would entail me having to come in after hours and schedule this stuff. This left me looking for a more practical way to improve my storage that wouldn’t require me having to move virtual machines from one host to another.”

Holland said his 20 years in the IT realm have helped him hone his skills in being able to find the attributes of a company or product that he thinks might be a good fit for his company.

“Most of the available solutions for expanding storage were either inappropriate for our situation or priced well out of the market as far as us being able to justify it,” said Holland. “In many cases, it wouldn’t meet our needs. One of the things I really needed was to have a central storage location that would allow me to spin up another VM or host if for some reason the

primary VM had to be taken offline. A lot of them wouldn’t accommodate that really easily.”

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*The Solution: Deploy Maxta MxSP software to simplify IT management, improve agility and eliminate the need for storage arrays and SANs*

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Maxta MxSP software helps organizations of any size transform complex and costly virtualized infrastructure into a more agile, efficient architecture by converging traditionally separate compute and storage tiers. The result is dramatically simpler management and significant cost savings by eliminating the need for expensive and complicated storage area networks and storage arrays.

Maxta software-centric HCI solutions offer unparalleled freedom of choice in servers, storage and virtualization platforms, eliminating expensive vendor lock-in and creating much greater flexibility than proprietary HCI appliances. MxSP-enabled clusters can support any standard x86-based server configuration. Clusters may be scaled up or scaled out in increments as small as a single storage device or server at a time. Compute-only nodes may also be added to scale computing power independently of storage capacity, eliminating the typical over-provisioning of resources when scaling proprietary appliances.



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Maxta hyperconvergence solutions offer an ideal blend of single pane of glass management, seamless scalability and enterprise-class data services for most virtual environments, including public, private and hybrid cloud deployments.

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*The Result: Maxta MxSP software makes the DSI infrastructure more useable by maximizing simplicity, flexibility and savings*

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After some minor hardware upgrades to fully leverage the new Maxta environment, DSI quickly and easily installed the MxSP software, resulting in better performance, reduced latency, expanded storage capacity and simplified management. Better yet, John Holland's IT workday is more relaxed, freeing him for other important things.

"It's everything they promised," said Holland. "Having done this for as long as I have, I'm accustomed to looking for what wasn't explained to me, 'What's the gotcha? What's the Catch-22?' But there haven't been any. Maxta has really provided a better solution than I expected. I'm just thrilled with Maxta. I really am."

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### *About Maxta*

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Maxta is redefining enterprise IT infrastructure through a groundbreaking approach to hyperconvergence that dramatically simplifies operations while delivering much greater agility and cost savings.

Our award-winning MxSP® software and MaxDeploy® appliances offer unparalleled freedom of choice in servers, storage devices and server virtualization platforms, while eliminating the need for complex and costly storage arrays.

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