



Profiles in Customer Success

Maxta Provides Software-Defined Hyperconverged Infrastructure for Leading Hotel Management Solution Provider

Founded more than 15 years ago, Mingus Software is committed to developing high-end software and implementing efficient solutions for hotels around the world. The company, based in Montréal, Canada, is recognized by customers for its exceptional support and proactive approach in developing solutions that enable hoteliers to overcome the challenges of profitability, performance and customer relations with simplicity.

The Mingus portfolio of products include its flagship hotel management solution Hotello, which was recently named as one of the three most popular OPERA PMS alternatives for hotels; Equip, CMMS software developed to meet various management and customers' service monitoring needs; H Emailing, email marketing designed for the hotel industry; KX Hotel, a Panasonic Phone system integration that centralizes all of a hotel's communications; and H Quality, which measures the guest experience.



The Challenge: Deploy a robust, cost-effective IT infrastructure to support rapid growth of the company's increasingly popular cloud-based SaaS offerings

For most of its history, Mingus Software customers purchased, installed and deployed on-premise solutions at hotel property locations. In November 2014, the company deployed servers to host its applications as part of a cloud-based SaaS offering. Proving immensely popular, the new offering helped Mingus Software double its sales within 12 months.

“That was quite a surprise,” said Rafik Berzi, Founder and President of Mingus Software. “We didn’t think it would grow so fast. The growth of the company and the requests for the SaaS solution were faster than we expected. We started to add servers but at some point we said, ‘OK, we need to have a robust infrastructure that will be able to support the growth.’”



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Berzi and his team began to look at options from cloud service providers including Amazon S3 and Microsoft Azure but discovered that these solutions would become very expensive as their business expanded. They explored deploying a SAN but were concerned about management complexity and cost. Berzi had heard about hyperconvergence and began reaching out to many of the suppliers. After comparing each system in terms of features and cost, Mingus Software decided to implement Maxta MxSP® software because it allowed the company to avoid vendor lock-in, enabled the re-use of existing hardware and cost half as much as other solutions.

“We were looking for a solution, not a single supplier,” added Berzi. “Almost all of them asked us to use their hardware. I didn’t like being locked into one company like that. We went with Maxta because of their hardware independence. We could re-use some of the hardware that we had. And as we add more customers, we can add more hardware without having to plan in advance. We just add servers and grow our infrastructure.”

The Solution: Leverage Maxta MxSP software to implement a hyperconverged infrastructure (HCI) that is simple, highly-scalable and eliminates the need for complex, expensive SANs and storage arrays

“It was exactly what we were looking for. Maxta is very simple to manage and simple to use. The performance is incredible. It’s very stable. There is a big gap between other solutions and Maxta.”

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.

The Result: Maxta MxSP software ensures Mingus cloud-based SaaS solutions remain available for customers with reliability and high performance

Mingus Software deployed the Maxta MxSP software on a pre-validated MaxDeploy® three-node cluster from SuperMicro featuring a mix of SSD and SATA hard drives. Prior to going live, they tested various aspects of system functionality, performance and availability – critical factors for SaaS-based deployments.

“We don’t want customers to call in the middle of the night because the system is down. Maxta’s reliability and built-in failover will cut costs for maintenance and support of the system while the SSD-based cache minimizes the chance of losing data if power is disrupted,” says Berzi. “We also like that Maxta automatically optimizes what it puts on SSD and what it puts on the storage drives. We don’t want to have to take care of that.”

About the overall Maxta solution Berzi concludes, “It was exactly what we were looking for. Maxta is very simple to manage and simple to use. The performance is incredible. It’s very stable. Even if a node fails, the system continues to work perfectly without any problems. There is a big gap between other solutions and Maxta.”

About Maxta

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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