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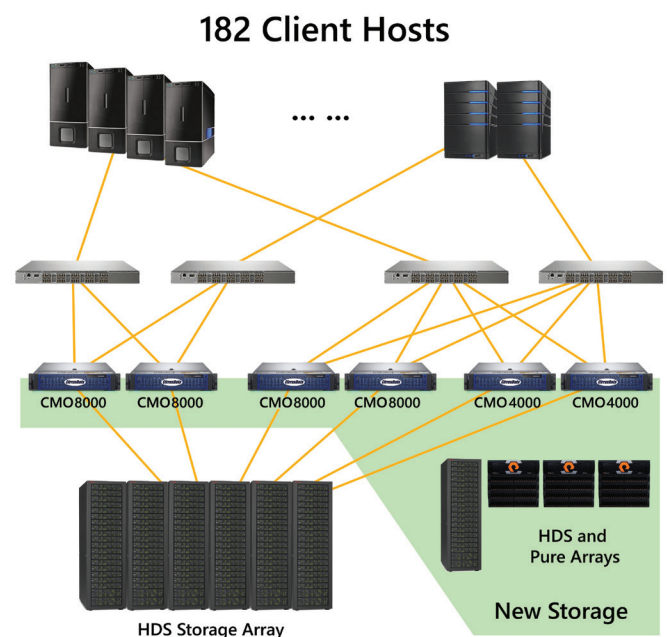
## THE CHALLENGE

A state bank with a very large footprint and many in-state locations needed to migrate its data from six Hitachi arrays to three Pure Storage arrays and one Hitachi HDS. The project was brought to Cirrus Data when one of their partners did not have IT resources available when the customer wanted to implement Cirrus Migrate On-Premises (CMO) solution and migrate their data. In this instance, the partner contracted with CDS to provide installation and support services.

## THE SOLUTION

Despite budgeting a total of ten days of local and remote professional services, after two days of onsite services and less than four hours of online training, the bank's IT services team was completely up to speed with CMO. After an initial pilot migration performed alongside the CDS team that included migration of one host, the bank's internal IT team was able to perform all project management and migration tasks seamlessly on their own. The only subsequent assistance requested by the customer was instruction on the cut-over process of a Microsoft SQL cluster, and that information was readily available in a Knowledge Base article on the CDS support site. In the end, the project was completed almost entirely by the bank's IT services team—under budget and on time, without any issues.

Many factors added up to the tremendous amount of time this customer saved by using CMO. This customer took advantage of our Auto-Allocation and Auto-Provisioning features and automated the entire LUN process, including creation, assignment,



and matching of source and designation LUNs. This can add up to weeks' worth of manual tasks for some customers. CMO is simple enough for a customer's IT team to use proficiently after only a half-day of training, even when the migration itself is far from simple due to requirements and industry regulations. Many CMO customers, like this customer, choose to save substantially by performing migrations almost entirely on their own.

## QUICK FACTS

### Customer Type

State Bank

### Customer Sector

Banking

### Source Storage

6x HDS

### Target Storage

1x HDS, 3x Pure Storage

### Number of Hosts

182 (337 initiators)

### Host Types

Windows (Physical)

### Host Applications

File Servers, Informatica,  
Mail Server, SQL cluster

### Replication Type

Local

### Number of CMO and model

4 x CMO8000, 2 x CMO4000

### Insertion Method

Storage Side VSAN

## CHALLENGES

- Customer requested all migration tasks to be performed by internal resources
- Data from non-migrating hosts could not be exposed to the migration process
- Maintenance schedules mandated that multiple hosts could not be cut-over at the same time
- Multiple source arrays needed to be migrated to multiple destination arrays

## SOLUTION

- CDS coordinated a pilot test with the customer, including migration of only one host, with the customer performing all subsequent CMO appliance setup and host migration
- CMO intercepted storage ports not currently in use, and production hosts were moved to the intercepted storage ports as maintenance schedules allowed
- Auto-Allocation allowed CMO to perform all functions related to LUN creation and LUN matching
- Auto-Provisioning allowed CMO to perform all LUN assignments

## RESULTS

- CMO allowed insertion with no production impact, and no production outage throughout the many migration phases until cut-over to new storage
- CMO facilitated migration of all LUNs from any source array to any destination array
- Customer completed the migration on time, below budget, and without any hiccups, despite complexity and requirements of the migration phases
- Entire project was completed in just over two months, almost entirely by customer (budgeted five days of onsite CDS Professional Services and five days of remote CDS Professional Services—only two onsite days were used)
- Automation features included in CMO eliminated storage management tasks and human error

## ABOUT CIRRUS DATA

Cirrus Data Solutions Inc. is a leading technology provider of next-generation solutions for data mobility, specializing in block data migration and protection. The company distributes its solutions through systems integrators, managed service providers, channel resellers, and partners including HPE, IBM, Dell Technologies, Microsoft Azure, AWS, Hitachi, NetApp, Pure Storage, Infinidat, AEBS, AHEAD, CDW, SHI, Park Place, Presidio, ePlus, Insight, Computacenter, Sirius, WWT and many others. Cirrus Data Solutions is headquartered in Syosset, New York and has offices located in Dublin, Ireland, and Nanjing with sales and support offices in Boston and Chicago.

To begin your digital data transformation, [visit Cirrus Data Solutions online.](#)

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