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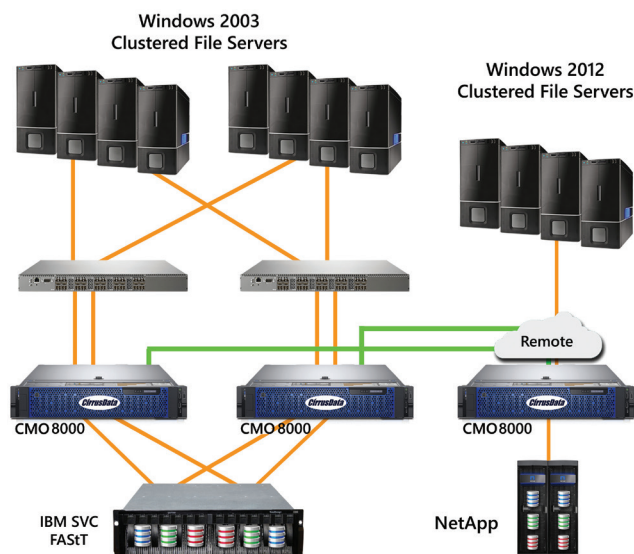
THE CHALLENGE

This healthcare service provider was refreshing its storage from IBM's SAN Volume Controller (SVC) to NetApp block-based storage and needed to migrate their data remotely from Albuquerque, New Mexico to Houston, Texas. The service provider had engaged an outside technology company to manage its storage network and the migration project.

Initially, there was pushback from one of the storage architects at the technology company during a Cirrus Data demo of Cirrus Migrate On-Premises (CMO). The storage architect did not believe that Cirrus Data could perform the migration as easily as described. Due to this doubt, this data migration project began as a proof-of-concept for the technology company. One of the main requirements for the migration that caused the storage architect to be concerned over using CMO was the issue of migrating Windows 2003 Dynamic Volumes to Windows Server 2012. After Cirrus Data received validation from Microsoft that this would be possible using the CMO appliances, the head of the technology company's storage solutions division allowed Cirrus Data to prove the effectiveness of its migration technology by performing a POC in the customer's environment.

THE SOLUTION

Within weeks of Cirrus Data shipping the CMO appliances to the customer site, the migration was executed flawlessly by the technology company with limited training or assistance from Cirrus Data's Partner



Enablement team. The project was completed ahead of schedule, and the company was so impressed with the CMO solution as well as Cirrus Data's dedicated support throughout the project that they executed a purchase order for the POC equipment immediately. Additionally, they signed up as a Cirrus Data Partner. Throughout the process, they saw the exceptional value in using CMO for future migrations at other customer engagements. This is a testament to the power of the CMO and to Cirrus Data's commitment to its partners' and customers' success.

QUICK FACTS

Customer Type
Healthcare Service Group

Customer Sector
Healthcare

Source Storage
IBM FASTT

Target Storage
NetApp

Number of Hosts
7

Host Types
Windows

Host Applications
Clustered File Servers

Replication Type
Remote

Number of CMO and model
2 x CMO8000

Insertion Method
Host Side

CHALLENGES

- Migrating Windows 2003 Server with dynamic volumes to Windows Server 2012
- Migrating from a data center in New Mexico to a data center in Texas
- New Mexico data center used FC, while Texas used iSCSI

SOLUTION

- Migration and cutover were divided into four “waves”
- CMO Test View capability was used to validate the solution and procedure for importing dynamic disks to Windows Server 2012
- The ease-of-use of CMO enabled the partner to perform the migration on their own schedule after a few hours of remote product training

RESULTS

- Migration took only 4 weeks to complete
- The final cutover of hosts was successful on the first attempt

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.

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