

"CMO is remarkable. The ease of migrating is a breath of fresh air and has saved the client countless man hours. I plan to use it for the future FC migrations and cutovers we have. Again, this is a great product!"

- Rocco Guerriero,
Contour Data Solutions



THE CHALLENGE

The healthcare industry presents very specific challenges when it comes to handling data. Managing the sheer volume of sensitive information that needs to be protected, stored, shared across providers, and available for access at a moment's notice is a daunting task for most healthcare IT departments however, the mandate is clear: increase innovation, support a growing level of data, and reduce costs, all while conforming to HIPAA regulations.

One healthcare company initially addressed the data growth conundrum by leasing data storage equipment. As the renewal date loomed, it no longer made economic or business sense to extend the lease. After a complete analysis, this healthcare leader determined it could reduce costs and improve services by moving to an entirely new data storage architecture rather than upgrade with the current vendor.

From an initial review, meeting the organization's requirements in the given timeline seemed nearly impossible - install the new storage architecture and migrate the data within three months, all while maintaining HIPAA compliance and with zero impact to operations. If the deadline was missed, a \$57K/month fee would be due on the leased equipment. The company's own IT department forecasted this process would take six to nine months to complete, with the data migration phase being conducted in the off-hours.

THE SOLUTION

Cirrus Data's storage technology partner, Pure Storage, was selected as the new storage platform for this growing healthcare organization. Working together

with Cirrus' leading services partner, Contour Data Solutions, the Pure and Cirrus teams determined there was a way to make the timeline and budget work while still preserving data integrity and staying within performance requirements.

Cirrus Migrate On-Premises' patented TDI technology allowed it to be placed between the host application and storage back-end platform while the storage was still in production, so the migration was transparent to the application team, IT, operations, and most importantly the healthcare clients. CMO's Intelligent QoS (iQoS) function monitored the data path to determine the real-time data and network requirements, and automatically paused the data migration when the host application traffic was congested. It then resumed the migration at full speed when it was certain there would be no negative impact to production traffic. This unique capability of CMO enabled a much shorter migration timeline.

This was Contour Data Solutions' first time experiencing the benefits of implementing a data migration with purpose-built technology. After harnessing CMO and witnessing firsthand the value it added, Contour decided to make CMO a requirement for any data migration project it conducted in the future.

CMO allows storage migration partners to easily set-and-forget, letting the technology perform the heavy lifting. As a result, IT engineers can set their focus on the cutover which is the most important aspect of the migration.

QUICK FACTS

Customer Type

Healthcare Industry

Source Storage

Dell EMC VNX arrays

Target Storage

Pure (//m20s)

Number of Hosts

4 hosts and 4x2 node clusters

Host Types

Windows

Host Applications

Database and File Servers

Replication Type

Local

Number of CMO and Model

2 xCMO8000

Insertion Method

Path-Based

CHALLENGES

- A very tight timeline with an existing storage lease expiring in 3 months, leaving no room for error
- Tremendous budget impact if the 3-month timeline is not met
- Maintaining data integrity, considering HIPAA compliance
- Zero impact to performance

SOLUTION

- CMO technology does all the heavy lifting related to migration, allowing you to focus on cutover and what matters most
- With CMO, the migration took 6 weeks, when the internal IT team had forecasted six to nine months
- The migration was transparent to everyone - IT, application team, operations, and most importantly, the healthcare clients
- The data was not compromised during migration

RESULTS

- CMO exceeded expectations – data migration was completed in 6 weeks
- CMO saved the company a great deal of money by completing the migration within the existing storage lease window
- Contour Data Solutions' CMO migration service provided a high level of customer satisfaction
- Contour Data Solutions will require the CMO platform for every data migration moving forward

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](https://www.cirrusdata.com).

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