



CASE STUDY

BUSINESS GOAL

Consolidate and streamline storage capacity in an open systems environment.

SOLUTION

After taking advantage of IMPEX SAN implementation services, 20 servers are consolidated, giving a cost reduction of 35 percent.

“Local government budget reductions are a constant source of struggle. How do we do things better with less money? is the mantra we all chant. In this case, reducing our storage costs enables us to focus our budgetary resources in other areas.”

— Robert Connal, Manager of Network Services,
County of Orange, California

Orange County Data Center

In a time when streamlined costs are paramount, government organizations are certainly no exception. The trick is to stay within budget while maintaining and improving services—the same challenge facing the Orange County Data Center.

IMPEX Technologies has introduced a means for Orange County to consolidate its data, improve efficiency, and at the same time reduce storage expenditures by 35 percent.

FACING THE CHALLENGES

Orange County is one of California’s most populous counties with more than three million residents. The Orange County Data Center manages the county’s IT needs, such as maintaining current health records and law enforcement information, as well as all stored legacy data. Like all local government agencies, the Data Center is challenged to maintain high-level IT services in a difficult budget environment.

Robert Connal, the county’s Manager of Network Services, says, “The county is moving from a traditional mainframe environment to open systems architecture, and as a result we needed a stable storage platform that could grow while decreasing storage acquisition costs.”

IMPEX SOLUTION

The county had researched the available product lines and concluded that the EMC products were technically superior. They contacted IMPEX Technologies, which offered them the best, fully compliant products and implementation services for their needs at the best cost.



HARDWARE

- EMC CLARIION CX600 RAID Array
- Emulex HBA
- StorageTek Tape Library
- Brocade SilkWorm 3800 FC SAN Switch

SOFTWARE

- EMC Navisphere for CLARiiON
- EMC Access Logix for CLARiiON
- Veritas Backup Exec for NT/2000 server
- Veritas Backup Exec SAN Shared Storage Option
- Veritas Backup Exec Tape Library Option
- Veritas Backup Exec Intelligent Disaster Recovery option
- Veritas Backup Exec Open File agent for NT/2000

With over 12 years experience, comprehensive in-house testing and product independence, IMPEX was uniquely qualified to deliver customized solutions to meet the county's needs.

And IMPEX delivered, completing the county project on time and to all of the specifications desired by the county. Says Connal: "The project was successful in every area projected."

BENEFITS

"The SAN solution has had 100 percent uptime which has improved our overall network stability and maintained our high availability strategy," Connal says. "We have reduced overall storage expenditures by 35 percent thus far, which translates into an approximate savings of \$43,000."

He adds: "We have reduced support and administrative 'soft costs' by centralizing resources. Other costs, such as economy of storage resources, have not been calculated but are statistically significant."

The county has consolidated about 20 servers thus far. "For backups, this is significant in terms of reallocating support resources into other areas while simultaneously reducing commodity purchases," says Connal.

The greatest benefit to the county has been cost savings. "Local government budget reductions are a constant source of struggle," Connal says. "'How do we do things better with less money?' is the mantra we all chant. In this case, reducing our storage costs enables us to focus our budgetary resources in other areas."

CONTACT INFORMATION

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