

Drobo Solution Summary



Is Your SMB SAN for VMware Small Enough? Using affordable shared storage to maximize high availability and fault tolerance in VMware environments

Highlights

iSCSI SAN for maximizing the value of server virtualization and VMware

Gives small enterprises and departments High Availability starting at under \$20K

Storage and virtualization (Essentials Plus kit) designed especially for SMBs

Flexibility and freedom to move VMs between servers and storage devices

Sophisticated backup and protection with VMware Data Recovery

VMware vSphere 4.0 Certified Solution from Drobo



Customer Challenge

It is probably clear to everyone today that businesses of all sizes receive great benefits from virtualizing their servers. The clear cost saving benefits from reducing the number of servers is huge for business managers. Saving money is an easy decision, which has made deploying VMware the top project in companies from 10 to 10 thousand users. Virtualization also offers huge flexibility and availability benefits that help IT managers.

Having the right infrastructure to support server virtualization helps save time and effort for IT. The IT manager supporting everything within IT at a small company really needs these time and effort savings! As a bonus, IT and business managers get improved service levels and more availability of applications for everyone. Historically only larger enterprises could afford SAN storage and VMware editions to fully utilize mobility and high availability (HA) features built-in to VMware. For millions of smaller organizations, cost has been a limiting factor.

The Solution

Shared SAN enables all vSphere servers to see the same storage, allowing the ability to move VMs and applications across redundant infrastructure. This architecture opens up tremendous flexibility where IT managers can move applications without impacting user access or uptime. This is a life-saver when it comes to maintenance; move a VM and application, perform maintenance, migrate back and the user never notices. Without SAN, VMs are limited to one physical server and direct-attached storage, and are subject to downtime for maintenance or extended downtime in the event of a failure.

VMware vSphere Essentials 4.1 kits are all-in-one solutions that combine virtualization for up to three physical servers (up to two processors each) with centralized management capabilities. The Essentials Plus kit specifically provides the same enterprise fault tolerance but for smaller organizations with vMotion, High Availability, and Data Recovery. It is possible to upgrade from the Essentials kit to Essentials Plus to get these capabilities. With Essentials Plus and iSCSI SAN, easy and affordable HA is possible in VMware environments for SMBs and departments.

What You Will Need

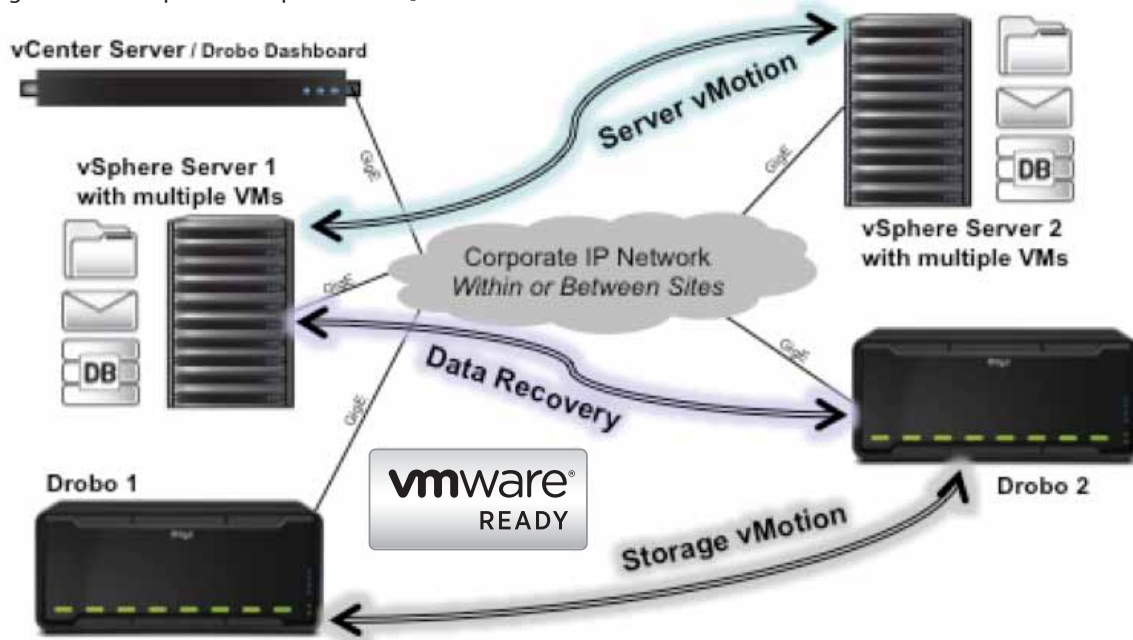
Comparing entry-level iSCSI arrays, where the savings from Drobo in comparison can pay for the VMware vSphere Essentials Plus kit (\$5,723.70 w/ 3yr support as of 2/1/2011) for HA capabilities.

What You Need	Drobo 8-bay SAN storage for Business	Simple-Start first-time SAN
2 x SAN Storage, 8TB each w/ 3yr maintenance	34% savings, aligned with the 3 server configuration in VMWare kit for SMBs	Nearly \$20,000 for 2 arrays in entry configuration, up to 16 servers
The Big Difference	>\$6K lower , get software + storage for <\$20K, flexible drive choice	Higher cost to scale-up storage over time, locked-in to specific drives

How To Build It

Block Diagram of certified solution with Virtualized Windows servers leveraging vSphere Essentials Plus capabilities connected to Drobo 8-bay SAN storage for Business via iSCSI

[note – Storage vMotion requires Enterprise license]



High-level outline of steps, VMware HA \leq 1 day

- Install DroboDashboard on management server (can be on vCenter server or a VM)
- Deploy iSCSI SAN storage, easy 1-click setup w/ Drobo, configure SmartVolumes
- Rescan to recognize storage, finish storage configuration with VMs
- Configure network to enable communication between servers (can be done in advance)
- If running Essentials 4.1 kit only, upgrade to the Essentials Plus 4.1 kit within vCenter
 - a. If running just ESXi / free Hypervisor, implement Essentials Plus kit, just (\$5,723.70 w/ 3yr)
 - b. Note – For the additional capability of Storage vMotion, vSphere Enterprise edition is required
- Click within vCenter to test and trigger vMotion, you have High Availability!

Where Drobo is Different

SAN storage is a must if you want to maximize mobility and availability for VMware. Fibre Channel SANs have a high entry cost preventing companies with smaller configurations and budgets from participating. iSCSI can be lower in price, but many iSCSI arrays are still tens of thousands of dollars and expensive by most measures. Vendors will claim iSCSI arrays are easy to use and deploy, but most are built for large enterprises in mind.

Drobo provides superior data protection with BeyondRAID technology, in a package that is designed for SMBs to be easy to use and affordable. Without the cost burden of features that are already built-in to vSphere and the Essentials Plus kit, customers can buy the two iSCSI SAN arrays they need for DR and fund the Essentials Plus kit for less cost than other entry solutions, and less than half the cost of most enterprise iSCSI arrays. With Drobo, there is no reason you cannot reap the benefits of a highly available virtualized environment, get HA!

More Information

More information on this solution including the webcast replay with a expert guest @

<http://www.drobo.com/resources/DBN-Virtualization-091410.php>

Want to try it? Free 30-day evaluation @ http://info.drobo.com/free_eval

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http://www.drobo.com/where_to_buy