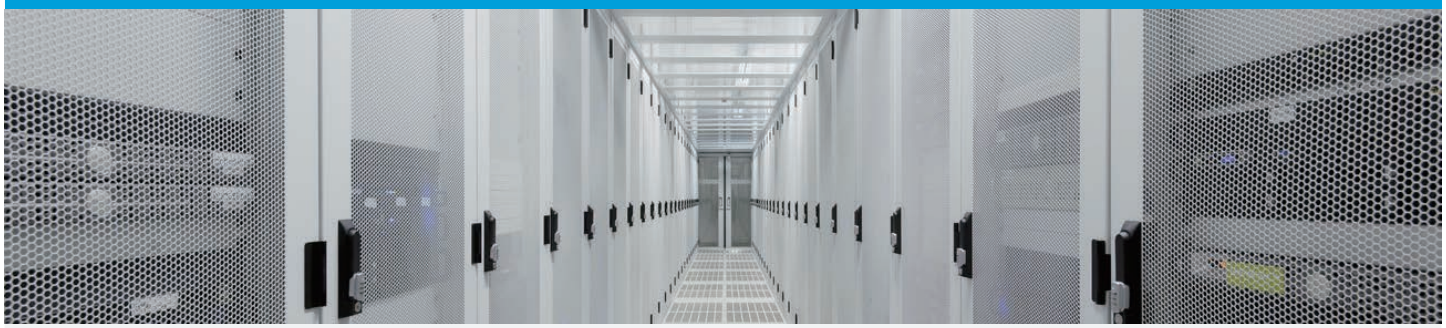
Samsung helps a cloud service provider deliver on SLAs

Quadria increased performance up to three times while reducing its CAPEX using the Samsung AutoCache solution



Company Overview

Quadria is a cloud services and managed services provider headquartered in France, with 17 sites across Europe. The company serves over 5,000 customers across key industries, such as government, banking, insurance and health care.

Customer Needs

The key differentiation in Quadria's cloud infrastructure services is its ability to deliver on its performance-based service level agreements (SLAs). However, to meet its performance SLA obligations, Quadria had to dramatically overprovision their Dell™ servers with a terabyte of DRAM storage.

"What differentiates our services from those of other cloud service providers is being able to guarantee that our customers receive fast and consistent service," said Cyril Ruche, director of operations at Quadria. "We found our only option was to increase the DRAM on each Dell server, which drove up the acquisition cost of the hardware and required more power, increasing our operational costs, as well."

Through StoreAlliance, a UK-based storage industry sales and business development consultancy, Quadria learned of Samsung AutoCache™, a hypervisor-based caching software solution that removes I/O bottlenecks and increases virtual machine (VM) density. Using a modest amount of flash SSD capacity (i.e., 300 to 400 GB) as a read cache with write-through semantics, AutoCache employs adaptive caching techniques to optimize performance and efficiency over time for servers running VMware™ ESXi and Microsoft® Hyper-V® hypervisors.

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AutoCache met performance SLAs with less DRAM while reducing expenditures considerably

Result

Quadria deployed AutoCache and observed a threefold improvement in VM density and dramatically improved performance for business-critical applications.

At the same time, Quadria was able to reduce its high overhead capital expenditure (CAPEX) costs by eliminating the need for much more expensive DRAM-rich servers.

Quadria plans to continue to deploy AutoCache with every new server they purchase.

"AutoCache proved to be very cost effective, with a value-to-cost proposition that is amazingly good," said Ruche. "We installed and deployed AutoCache very easily, and without disrupting our existing environment. The Samsung engineering team was highly responsive whenever we had a question or required any assistance."

Quadria is so ecstatic about the results it received with AutoCache that it has decided to become an AutoCache reseller.

"AutoCache lives up to its name," said Ruche. "It is truly automated to accelerate virtualized workloads, using ingenious algorithms that eliminate I/O bottlenecks and increase VM density to enable us to meet and even exceed our performance SLAs."

"With AutoCache, we were able to deliver on our performance SLAs using much less DRAM. That reduced our CAPEX substantially, and we reduced our OPEX as well. Installing AutoCache resulted in a double win that was more than I ever expected."

- Cyril Ruche, director of operations, Quadria

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For more information

For more information about Samsung AutoCache, visit www.samsung.com/semiconductor.

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