

## ATLANTIS HELPS SWISS FURNITURE COMPANY IMPROVE PERFORMANCE WITH VDI SOLUTION



One of Switzerland's largest furniture retailers has deployed a software-defined solution from Atlantis Computing to increase mobility with a high performance VDI solution.

Möbel Hubacher is Switzerland's largest furniture and carpet retailer. With a 30,000 sq. exhibition site, it is Switzerland's best known and loved furniture retailer and has been successfully operating in Switzerland for generations, making it a very traditional Swiss company. The company was founded in 1942 in Basel but due to expansion changed its place of business to Rothrist in 1982. As Head of IT, Thomas Hanyecz has many challenges to face covering administration, retail and logistics with different requirements that have to be mastered with innovative IT solutions. Amongst other challenges, Hanyecz and his team noticed the increasing trend of mobility within the company, which made VDI one of their top priorities to undertake. As the company's Microsoft Terminal Server Farm was coming to the end of its lifecycle, Hanyecz and his team took the opportunity to transform their environment to fully virtualized desktops with VMware. "Our purchasing department uses performance intensive applications, including Excel files with many large product images. These files can be as big as 500 MB. When those files were opened, our previous system dipped dramatically in performance and other users had to wait," commented Hanyecz. "We also wanted to offer our 150 employees, especially the sales people on the sales floor, the ability to be more mobile with their devices. Since our premises in Rothrist are very big, this would give our workforce a lot of advantages and sales can benefit hugely from a better sales setting with increased mobility."

### A SCALABLE VDI SOLUTION

To find the right VDI solution, Hanyecz contacted several potential partners that offered a high-performing and efficient storage system to run the VDI installation. "We looked at the proposed solutions and noticed that Atlantis partner Bechtel IT System House Bern was the only one to offer a solution that included in-memory technology. To

### CHALLENGES

- The previous Microsoft Terminal Server Farm coming towards the end of its lifecycle
- Administration, retail and logistics all requiring different needs
- Desire to increase mobility amongst 150 employees
- Maintain performance when working on large sized files

### SOLUTION

- Atlantis USX, software-defined storage software
- Converged IBM Flex server with 384 GB RAM
- VMware vSphere

use RAM for storage is every IT manager's dream as there is no faster storage medium and we needed a solution that would be able to handle our workload," explains Hanyecz. All other proposals, including solutions from HP, Dell EqualLogic and even a system with VSAN and attached SSD were considerably more expensive compared to Atlantis Computing's technology and the decision was made to deploy. To ensure constant high performance of the new virtual desktops, Bechtle's solution using Atlantis USX was chosen, running on converged IBM FLEX systems.

## HIGH PERFORMANCE STORAGE

The deployment process was smooth and the new virtual infrastructure with three converged IBM servers, with 384 GB RAM each, was ready for action. A volume of 100 GB was mounted on each server that was presented to its respective ESX host as NFS Datastore. Because of Atlantis' hyper-deduplication rate of up to 90%, each volume now runs 50 desktops with one master image of only 50 GB. For security reasons each volume is mirrored to a hard disk in 15 minute intervals and the appliance would, in a case of failure, reboot with the latest backup. Shortly after deployment, the team instantly noticed that the single virtual desktops that were running on Atlantis technology, performed even faster than a physical PC workstation with a local SSD.

Hanyecz sums up the project: "The system is now running on full load since May 2015 and we haven't experienced any issues at all with it. The entire desktop can be rolled out in 15 minutes, compared to 60 minutes on the previous storage and updates are much easier to administer too. The entire project was conducted with precision and every member of staff that we have dealt with from our partners Bechtle and Atlantis Computing have overcome any obstacles and we are extremely pleased with the result."

## A VIRTUALIZED IT ENVIRONMENT

Patrick Hertig from Bechtle also noticed a highly positive outcome: "A datacenter can never have too much performance. VDI environments need constant high performance and Atlantis USX offers an ideal solution that makes I/O problems a thing of the past. Using RAM as a storage medium is clearly the most promising way to guarantee performance for VDI deployment like Möbel Hubacher's."

Stefan Hölzl, Sales Director Central and Eastern Europe at Atlantis Computing comments: "Atlantis USX is the ideal solution for VDI environments like Möbel Hubacher's. The key is the advanced technology in USX, that includes patented deduplication and compression that saves up to 90% of capacity. These advantages combined give Möbel Hubacher a very fast system at a very affordable price that other vendors just cannot match."

With VDI, underpinned by advanced storage technology from Atlantis Computing, crossed off his list, Thomas Hanyecz can continue to focus on making Möbel Hubacher not only Switzerland's best-known furniture store, but a company with the most advanced IT environment.



## BENEFITS

- Fast, scalable storage platform
- Reduced storage costs whilst increasing overall storage capacity and superior performance
- Created a significantly faster user experience with quicker application launches and data load times
- One platform to support virtualized, remote and BYOD desktops
- Deduplication rate of up to 90%
- Reduction in time spent updating systems

**"A datacenter can never have too much performance. VDI environments need constant high performance and Atlantis USX offers an ideal solution that makes I/O problems a thing of the past"**

*Patrick Hertig*

*Bechtle IT System House Bern*

### U.S. Headquarters

2525 E. Charleston Road, Suite 100  
Mountain View, CA 94043

PHONE: 650.917.9471

EMAIL: [sales@atlantiscomputing.com](mailto:sales@atlantiscomputing.com)

TWITTER: @AtlantisSDS

### European Headquarters

Birchin Court, 20 Birchin Lane  
London, EC3V 9DU

PHONE: +44 2034052851

EMAIL: [sales@atlantiscomputing.com](mailto:sales@atlantiscomputing.com)

TWITTER: @AtlantisSDS



**ATLANTIS™**

The New Order of Storage Freedom