



# Arizona Tile

## ARIZONA TILE MAKES COLOCATION MOVE, DOUBLES CAPACITY, SAVES MONEY AND SPACE WITH ATLANTIS HYPERSCALE



When one of the largest stone and tile retailers and distributors in the U.S. wanted to build a new Citrix colocation environment, it chose Atlantis Computing to **double its capacity and dramatically improve performance.**

Arizona Tile is a premier stone and tile retailer and distributor that searches the globe for extraordinary surfaces for home kitchens, bathrooms and living areas. Since its start in 1977 in a small office in San Diego, Calif., Arizona Tile has expanded across the Southwest with locations in Arizona, California, Colorado, Nevada, New Mexico, Texas and Utah.

The company works with select quarries and suppliers to offer a vast selection of granite, travertine, onyx, slate, marble, limestone and quartz, as well as porcelain and glass tile. All of Arizona Tile's materials undergo a rigid quality control process including both automated and human inspection to deliver the best possible products to their customers.

### COLOCATION TRANSITION AND MAJOR SOFTWARE UPGRADE

Chris Murray, Arizona Tile director of information technology, and his team maintained two data centers comprised of 80 virtual servers and 25 physical servers, SANs and switches, and 24 TBs of data.

As the company grew, Murray received approval to move the Arizona Tile's primary data center to a colocation facility. The move was desired for all the benefits a colocation center offers - greater security, redundancy, reliability and savings on power and cooling. However, as with most colocation facilities, space came at a premium price.

"We knew going in that IT sprawl would cost us more money," Murray said. "The size of our footprint was going to dictate how much money we would have to spend."

### CHALLENGES

- Moving its existing data and equipment to a new colocation datacenter.
- Preparing for new tax software and ERP that would require additional storage and compute resources.
- Needed to support additional VDI users and virtualize SQL databases, file servers and email functions.
- Avoid spending more money on more hardware to a crowded datacenter where price came at a premium.

### SOLUTION

- Atlantis HyperScale

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As Murray's team made plans for the move, they learned that their tax software was scheduled for a major upgrade. The new version required additional storage and compute capabilities, as well as a new version of ERP software that they used. Murray also needed additional resources to support other future demands.

"To carry out this transition, we were going to have to spend more money to set up more storage in an already crowded data center environment," Murray said. "We knew we would need 20 to 40 TBs of storage to accommodate the move, and that we'd have to add at least one more rack to the mix. In addition, more money would be needed for expensive software licensing fees, connectivity devices and more compute power to support additional VDI users, and to virtualize SQL databases, file servers and email functions."

As costs rose, Murray feared the business could scrap the colocation effort all together. In response, he began exploring Hyperconverged computing as a way minimize costs and maintain their physical footprint while still providing the storage and computing power needed for their new software upgrades, virtualization goals and Citrix expansions.

## FROM HYPERCONVERGED POC TO FULL DEPLOYMENT

Chris Murray, Arizona Tile director of information technology, and his team have run a Proof of Concept recently with Atlantis Computing. Murray saw Atlantis HyperScale as a way to make the move to a colocation without the additional costs of more storage and related infrastructure. HyperScale integrates servers, storage and virtualization into a single all-flash appliance that delivers significantly greater storage performance at 50-90 percent lower cost.

Arizona Tile purchased two 12TB Atlantis HyperScale appliances for the same cost of adding disks to the legacy environment. The two appliances fit into four units, meeting the size of the company's existing rack and providing the compute and storage requirements needed for their plans.

"We could see right away that we could run a majority of our business on the HyperScale appliances," Murray said. "The performance met our previous demands and fit in the space we wanted. It seemed like a no-brainer that this was the way to go."

By using the HyperScale appliances at the colocation site, Arizona Tile was able to save and repurpose its existing 24TB of traditional data storage - effectively doubling its storage for the same price as the disk upgrades Murray had initially considered.

"So what we have now is a Hyperconverged environment in a colocation environment where we can move all our critical applications," he said. "It cost less than upgrading traditional disks. And because there are fewer moving parts, we don't have to mess with the usual combination of servers, storage and switches."



## BENEFITS

- Added two HyperScale appliances for the cost of upgrading existing infrastructure.
- Reduced costs and footprint by fitting two appliances in four units within their existing rack.
- Doubled capacity and increased power to run critical applications at the colocation data center, including the new tax software, upgraded ERP, its Citrix farm, SQL Server, file servers and email.
- Freed up existing old data center equipment to create a disaster recovery site for data and critical VMs

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## BETTER PERFORMING COLOCATION, NEW DR SITE

Over the next few months, Murray and his team migrated Arizona Tile's critical applications to the new HyperScale appliances at the colocation data center, including the new tax software, upgraded ERP, its Citrix farm, SQL Server, file servers and email.

The transition took place without any interruption to the business. And by retaining its original footprint in four units within the existing rack, they saved space, money and power at the new site.

"For the same cost of adding disks to the legacy environment, we doubled capacity with two new 12TB Hyperconverged appliances to migrate our existing applications," he said. "We were able to fit the two appliances in four units within the existing rack, greatly reducing our footprint, saving money and increasing our compute power to run all our primary workloads."

The hardware from Arizona Tile's old data center equipment was repurposed to create a disaster recovery site for data and critical VMs, in addition to serving as a new testing and development center.

"Our investment in the two Atlantis Computing appliances and move to the colocation data center has made us faster and given us more storage to work with," Murray said. "Had we moved our existing equipment and added more disks, we would have paid the same price to take up more space with slower performance. We also wouldn't have had anything left over to reuse for other purposes. Atlantis was really the best move we could make."



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