

### ► Challenge

To improve storage utilization with a flexible, all-in-one storage networking solution

### ► Solution

Deploying a SANRAD V-Switch as the centerpiece of an iSCSI SAN with 20 servers running Microsoft Windows Server 2003 with Nexsan storage

### ► Benefits

- Easy to deploy, complete storage continuity solution, with excellent price/performance
- Seamless migration from existing direct-attached storage to iSCSI SAN
- Comprehensive storage services for full block-based data access
- Compatible with wide range of storage arrays and server operating systems

*"SANRAD is the first to market with a standardized solution that was easy to manage. And certification with the iSCSI initiator from Microsoft made implementation much easier. And they're the right price."*

Robert Nase, Director of Corporate IT  
INDUS



## INDUS Chooses SANRAD Solution

### *IT Solutions Provider cites cost & flexibility advantages for move from DAS to iSCSI SAN*

Vienna, VA-based INDUS is a full-lifecycle IT solutions provider, focused on web-enabling or modernizing clients' information resources. The company offers complete services ranging from initial concept design and requirements analysis, through development, to end-user support and systems maintenance. INDUS brings its customers specialized expertise in database management, data warehousing, and data mining, dynamic web development to foster e-Government and e-Business, Geographic Information Systems (GIS), convergent telecommunications solutions and network and data security.

INDUS, working with SANRAD solution integrator Selenetix, has deployed the SANRAD V-Switch as the centerpiece of an iSCSI SAN with 20 servers running Microsoft Windows Server 2003 with Nexsan storage and employing MonoSphere's Storage Manager suite. INDUS is one of the first SANRAD customers to take advantage of the new Microsoft iSCSI initiator, enabling customers such as INDUS to seamlessly migrate from existing direct-attached storage to the flexibility and storage TCO advantages of iSCSI SANs when running on Microsoft server platforms.

"SANRAD is the first to market with a standardized solution that was easy to manage. And certification with the iSCSI initiator from Microsoft made implementation much easier," said Robert Nase, Director of Corporate Information Technology at INDUS. "And they're the right price," he added.

According to Nase, the primary factor for INDUS to move from DAS to a SANRAD iSCSI SAN was the flexibility of the iSCSI SAN architecture, such as the ability to improve storage utilization instead of wasting unused storage capacity that is restricted to an individual server in a DAS environment. "We now use our storage as a big pool and share it among 20 servers using SANRAD's onboard StoragePro storage virtualization," said Nase. "The servers only see the virtual volumes assigned to them from the pool and I can resize virtual volumes on the fly to fit different applications."



SANRAD's V-Switches introduce all-in-one iSCSI storage networking, guaranteeing the full availability and seamless management of stored information across standard Ethernet networks, affording a complete storage continuity solution, that is easy to deploy, with excellent price/performance. SANRAD V-Switches combine a truly interoperable, multiple-port iSCSI gateway with comprehensive storage services for full block-based data access, network volume management, storage continuity and traffic optimization, delivering a new dimension in the availability of vital business information using open iSCSI Storage Area Networks (IP-SANs).

