

SANRAD Cures St. Joseph Healthcare's DR Woes

"SANRAD's open iSCSI SAN solution with disaster recovery services gave us the ability to leverage our existing storage and the freedom to choose a different storage vendor for other sites.

We saved over \$300,000 by using SANRAD's intelligent storage networking switch while meeting our needs for robust and affordable DR."

"SANRAD gave us one of the best iSCSI platforms we have ever seen. It was critical for our virtual environment and allowed us to attach iSCSI drives to virtual machines very easily."

Eric Nelson, CIO and Director of IT, St. Joseph Healthcare

The Customer

Founded in 1947 by the Felician Sisters, St. Joseph Healthcare is a 112-bed acute care community hospital in Bangor, Maine. It offers a state-of-the-art Emergency Department, operating suites, new MRI Center, and a comprehensive range of healthcare services.

With an operating budget of \$100M, St. Joseph Healthcare employs more than 1000 physicians, nurses and support staff in over 30 departments.

The Challenge

Eliminate Vendor Lock-in and Deploy Comprehensive, Affordable DR

St. Joseph Healthcare needed to scale for its strategic Emergency Medical Record (EMR) project. Its technology requirements included robust replication in a heterogeneous storage environment with a large amount of data (14 TB). St. Joseph Healthcare ideally wanted to add storage from a new vendor, while leveraging their existing storage to save on costs.

The organization is running VMware ESX 3.5 with 96 of their 150 servers virtualized on 10 hosts. Critical applications include Microsoft Exchange 2007, Microsoft SQL 2005 and VMware. The goal was to use the existing EMC Symmetrix at the clinic site, with new HP EVA storage at the main hospital site.

The main challenges were making disaster recovery work smoothly in a heterogeneous virtualized environment, avoiding vendor lock-in and ensuring high availability at an affordable price.

The Solution

High Availability Cluster with Global Disaster Recovery Optimized for Virtual Server Environment

Total Tec Systems, a leading solution provider for server consolidation, virtualization, and enterprise-level IT solutions, partnered with St. Joseph Healthcare to develop and execute this mission-critical project. Total Tec played a key role in recommending an integrated solution to address Eric's needs.

St. Joseph Healthcare deployed 2 SANRAD V-Switch 3400s with integrated storage virtualization and replication software at its two sites connected by dark fibre over a Metropolitan Area Network (MAN) about one mile apart. SANRAD's solution enables the VMware servers to use easy, economical IP SAN to connect on the front end and provides a centralized graphical user interface to perform storage management, virtualization and disaster recovery tasks across all sites.

SANRAD's open architecture enabled the hospital to leverage its existing EMC Symmetrix storage at the clinic site and new HP EVA storage at the main site. As a network-based solution, SANRAD V-Switch also provided easy data migration with no disruption to server operations.

The Benefits

Disaster Recovery with Storage Flexibility and Major Cost Savings

SANRAD's open, iSCSI SAN solution freed St. Joseph Healthcare from vendor lock-in while delivering full-featured DR at significant cost savings. With the ability to leverage their existing SAN, St. Joseph Healthcare saved about \$300,000 in hardware costs alone.

St. Joseph Healthcare also gained easy, enterprise-class DR for a heterogeneous, virtualized environment. These capabilities include comprehensive replication, virtual disaster recovery without user intervention and live data migration between EMC Symmetrix and HP EVA storage.

Thanks to SANRAD's solution, St. Joseph Healthcare also uses its second DR location as a production site, thereby maximizing asset utilization and productivity. St. Joseph Healthcare can also easily expand its disaster recovery infrastructure without the added expense or complexity of additional server licenses and/or storage software costs.

SANRAD's centralized management interface simplifies IT operations, providing a single window to virtualize storage and manage multiple sites for disaster recovery.



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“SANRAD’s V-Switch solution has given St. Joseph Healthcare the ability to mix and match storage, thus empowering us to develop and maintain a very affordable, yet state-of-the-art DR implementation,” said Eric Nelson. “SANRAD was uniquely able to meet our current disaster recovery needs, while providing us with an open, comprehensive iSCSI SAN platform that can scale to meet our future needs for disaster recovery in a heterogeneous virtualized environment.”