



Spotlight on Success

Northeast Delta Dental Delivers Availability with Broadleaf, VMware, and NetApp

IN THE SPOTLIGHT

Customer

- Northeast Delta Dental
- Concord, NH
- www.nedental.com
- Industry: Dental Benefits



Northeast Delta Dental

NetApp Partner

- Broadleaf
- www.broadleafservices.com



“Broadleaf thoroughly assessed our needs and delivered a NetApp and VMware® solution that meets our data protection, application availability, and recoverability goals. The ability to test the DR environment without downtime using FlexClone® and SRM technology is a key advantage.”

Mike Bourbeau

Vice President of Information Systems
Northeast Delta Dental

CUSTOMER PROFILE

With nearly five decades of expertise in the dental benefits industry, Northeast Delta Dental administers the dental benefits of over 700,000 people in Maine, New Hampshire, and Vermont.

Northeast Delta Dental offers programs for businesses of all sizes and to individuals with no access to employer-sponsored group dental insurance.

CUSTOMER CHALLENGES

- Streamline server and storage environment to simplify management, reduce footprint, and improve IT efficiency.
- Establish a replication and disaster recovery (DR) strategy to ensure business continuity and rapid data recovery.
- Deliver and maintain an energy- and cost-efficient IT infrastructure.

SOLUTION

- Engage Broadleaf to craft a comprehensive and easy-to-manage server virtualization and storage infrastructure including robust DR.
- Use VMware to virtualize Lotus Notes and Web applications and consolidate the server environment.
- Consolidate direct-attached storage silos and centralize storage on the NetApp Unified Storage Architecture.
- Implement NetApp FlexClone along with VMware Site Recovery Manager (SRM) for nondisruptive DR testing.

BENEFITS

- Consolidated 60 physical servers down to 6 ESX servers with 30 VMs and shared, centralized storage.
- Established reliable, automated DR, along with the ability to do full nondisruptive failover testing at any time.
- Increased productivity and accelerated development cycles for customer solutions and regulatory compliance.
- Gained over 64% storage space savings with NetApp deduplication.
- Realized over \$50,000 in annual savings in power, cooling, and data center space.
- Added two DR environments without increasing storage administration time.
- Combined multiple data stores for improved availability and recoverability, doubling the nightly backup volume without increasing the backup window.

NETAPP PRODUCTS AND SERVICES

- NetApp FAS3140c storage system
- NetApp 2050 storage system
- NetApp SnapManager® for Virtual Infrastructure
- NetApp FlexClone, SnapMirror®, SnapDrive®, and Operations Manager
- NetApp deduplication

ENVIRONMENT

- Applications: Lotus Notes, VMware vSphere™ 4 with SRM, Web applications
- Databases: Microsoft® SQL Server®
- Operating System: Microsoft Windows® Server 2003
- Protocols: iSCSI, CIFS

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