

It doesn't always have to be a SAN

BACKGROUND Storage area networks are quite expensive due to the cost intensive, special server and switch components as well as the fiber glass cables required. LINBIT has developed a cost effective alternative that allows using COTS hardware and conventional Ethernet. This IP based iSCSI storage area network was first used at Salinen Austria AG.

BUSINESS CHALLENGE Salinen Austria AG has servers installed at two different sites, located approximately 12 miles apart from each other. The storage capacity of the company's IT infrastructure was originally designed for 2 TB pf net data, which given the annual increase in data volume of 30 percent, was only going to be sufficient until 2009. After that, their servers were going to need to be upgraded again. Thanks to LINBIT's solution, upgrades can be done any time, with any hard-ware, and even more importantly, without interruption of service. This also holds true for any maintenance work that may need to be completed. LINBIT's iSCSI storage area network allows maintenance and upgrade activities during operation.

SOLUTION "In order to consolidate dozens of hard disks in one single SAN storage box, previously you had to invest a lot in hardware and ensure a fail-safe solution. With iSCSI and DRBD@ , LINBIT offers an attractive alternative at a tenth of the cost." summarizes Volkmar Ruzicka, head of IT at Salinen Austria AG.



"Thanks to LINBIT, the total costs for a period of three years are significantly lower than those of any other storage specialists, who in addition have relatively high rates for maintenance."

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