FEDERAL HILL
SOLUTIONS

Lenovo™

Federal Hill Solutions helps clients take back control over skyrocketing data volumes

Overview

Recognizing that its clients were getting bogged down by ever-growing data volumes, Federal Hill Solutions wanted to offer a flexible cloud storage service to relieve the pressure. With Lenovo Storage DX8200C appliances, powered by Cloudian and configured with Intel® Xeon® processors, the company can deliver on-premises Amazon Simple Storage Service (S3) compliant cloud storage – providing customers with both the scalability and security they need to keep operations running smoothly.

Federal Hill Solutions (FHS) delivers innovative IT services and solutions designed to drive success and empower any business, of any size, anywhere to achieve its goals. Headquartered in Baltimore, MD, the company offers everything from managed IT services to cloud computing and colocation services.

Deluge of data

So, what is the biggest challenge facing both FHS and its clients today? The answer is data growth. Or, more specifically, how to manage data growth effectively.

Arthur Olshansky, CTO of Federal Hill Solutions, takes up the story: "The fast-paced digitization of business in recent years means data levels are growing at an unprecedented rate. Organizations across all industries – from healthcare to finance and retail to manufacturing – have found that their existing data storage solutions can't keep up with this huge surge."

Unable to cope with ever-increasing volumes of data internally, many companies turn to FHS for support.

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—**Arthur Olshansky,**
CTO,
Federal Hill Solutions

intel XEON inside™

"Many of our clients expressed interest in using the cloud to store their data," says Arthur Olshansky. "They want the convenience and scalability that public cloud storage services offer, but – due to the sensitive nature of a lot of company data – need the security and control of an on-premises solution. The challenge for us was to find the right infrastructure to support this kind of flexible, secure hybrid cloud storage service."

Teaming up with Lenovo and Cloudian

To meet client demand for scalable storage services, FHS selected the Lenovo Storage DX8200C appliances, powered by Cloudian.

Arthur Olshansky recalls: "Having worked with Lenovo before, we knew that they would help us make the most of the new hybrid cloud storage technology. We went out to the Lenovo briefing center in Raleigh, NC, to get a closer look at the new Lenovo Storage DX8200C appliance, and came back full of enthusiasm for the solution. We were really impressed with Lenovo's vision and appreciated how they took our specific requirements into account when discussing the solution."

Working closely with Lenovo and Cloudian, FHS deployed three Lenovo Storage DX8200C appliances in its primary data center. "The implementation went very smoothly," notes Arthur Olshansky. "With help from the Lenovo engineers and Cloudian team, we were operational in a matter of days."

Pre-loaded with Cloudian HyperStore software, the Lenovo Storage DX8200C appliances enable FHS to deliver on-premises Amazon S3-compliant cloud storage – providing scalable, secure and cost-effective data storage. Storage capacity is pooled across nodes, while the hybrid cloud "burst out" nature of the solution allows easy scalability.

By using the Lenovo XClarity Pro management tool, FHS can monitor and manage its physical storage infrastructure via a single pane of glass. "Lenovo XClarity is very user-friendly and makes data center management fast and simple," says Arthur Olshansky.

Ensuring scalability and security

Today, the Lenovo Storage DX8200C appliances form the basis of FHS' popular Storage-as-a-Service (STaaS) offering.

Arthur Olshansky remarks: "With the Lenovo Storage DX8200C solution, we can offer extremely flexible data storage services that deliver all the benefits of public cloud storage from our own data center. Being able to burst out to Amazon S3 cloud storage to meet spikes in demand means that we can scale the capacity almost limitlessly depending on client needs."

Solution components

Hardware
Lenovo Storage DX8200C with
   Intel® Xeon® E5 processor family
Lenovo RackSwitch G8272

Software
Cloudian HyperStore
Lenovo XClarity Pro

With the DX8200C appliances in place, FHS can meet soaring client demand for flexible data storage services.

Arthur Olshansky concludes: "We've been so impressed with the Lenovo Storage DX8200C powered by Cloudian solution so far, as have our clients. The hybrid nature of our STaaS offering means we can deliver the best of both worlds – scalability and security – to help our clients take control of their data."

For more information

To learn more about Lenovo Data Center Systems solutions, contact your Lenovo Sales Representative or Lenovo Business Partner, or visit:
www.lenovo.com/data-center

For more information about Federal Hill Solutions, visit: www.fedhillsolutions.com or connect with @FedHillSol

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