Cisco MDS 9000 Family Data Mobility Manager: Customer Wins

Fortune 50 Insurance Company

Cisco is pleased to announce a Cisco® MDS 9000 Family data migration win using Cisco Data Mobility Manager (DMM) at a very large Fortune 50 insurance company (Figure 1). Dan Williams, Cisco consulting systems engineer, said this about the product use: "The customer found great value in streamlining their migrations from old disk subsystems to new ones, using DMM. DMM accelerated customer's move to HDS's new USP virtualized disk platform and decreased the load on the SAN team by simplifying and accelerating the migration. DMM migrated hosts 10 times faster than the server-based migration tools they had been using. Since DMM is a SAN-based tool, coordination with the server team was minimized, which saved considerable time and effort."

Figure 1.   Fortune 50 Insurance Company: Business Requirements and Solution Benefits

Fortune 50 Insurance Company

	Provider of insurance, banking products and services. • $53 billion in net worth and 78.8 million in insurance policies	
Business needs	**Cisco solution**	**Customer benefits**
• Customer was looking to migrate data within a datacenter and across their datacenters. • Solution needs to scale and work across heterogeneous storage arrays without the use of a host agent. • Migration tool should not be metered on number of arrays moved or terabytes moved. • Customer has 6 primary data centers and many ancillary datacenters spread across several cities.	• Cisco account team positioned MDS 9000 Data Mobility Manager and highlighted the key value propositions of DMM. • Cisco and HDS collaborated together on the solution. • A proof of concept was initiated to test and qualify the solution.	• Seamless migration tool, storage team could use without having to depend on an overstretched server team. • Server less mechanism to migrate into virtualized storage platform (HDS USP) • Saved big $ on storage costs because it got them off old platforms much faster. • By standardizing on one solution, data migration became simple & easy to scale. Migrated over 200 servers. • Took them 1/10th of time to migrate using DMM vs RoboCopy. DMM migration took 1 hr compared to RoboCopy migration which took 9-10hrs. • DMM enabled Storage administrators to save significant time by keeping coordination with server teams to bare minimum.

European Power Conglomerate

Cisco is pleased to announce a Cisco MDS 9000 Family data migration win using Cisco DMM at a very large European power conglomerate (Figure 2).

Figure 2.   European Power Conglomerate: Business Requirements and Solution Benefits

Large Insurance Company Based in USA

Cisco is pleased to announce a Cisco MDS 9000 Family data migration win using Cisco DMM at a large insurance company based in the United States (Figure 3). Carl Radom, Consulting Systems Engineer, had the following to say about the product use: "DMM is a perfect fit for customer's heterogeneous storage and server environment. They pushed the tool perhaps in ways it was never intended because of unique SAN configurations or business needs; however, DMM responded every step of the way. DMM is a tool now positioned solidly within customer's operational storage model, and our partnership has given them confidence that service-oriented SANs are indeed possible and the right way to go."

Figure 3. Large Insurance Company Based in USA: Business Requirements and Solution Benefits

Large Insurance Company based in USA

	Annual premiums exceeding $14 billion.	
Business needs	**Cisco solution**	**Customer benefits**
• Customer required a tool to migrate data from EOL arrays and for moving LUNs between different tiers of storage. • One third of storage comes of lease every year and they wanted a vendor agnostic solution to migrate data. • Customer wanted a solution that could be run by Storage support personnel with minimum server team interaction and no array vendor support. • Mostly EMC shop but also has legacy non-EMC storage and did not have solution to migrate data of those legacy arrays.	• Cisco account team presented DMM as a tool to meet their business needs. • DMM was positioned to migrate data across heterogeneous storage arrays without any limitation on the amount of data to be migrated. • A proof of concept was initiated at customer site to validate the product capabilities.	• Able to migrate data from legacy arrays, reduce supports costs on legacy arrays. • Standardized on a solution to migrate data across heterogeneous arrays. • Eliminated vendor involvement in migration reducing their opex. • Customer also saw DMM fulfilling a need for host moves and LUN migration for test/dev purpose. • DMM tool pushed out to SAN support team, Vs server and storage admins. • Data migration during business hours, small server cutover window during maintenance window.

IT Service Provider Based in Zurich

Cisco is pleased to announce a Cisco MDS 9000 Family data migration win using Cisco DMM at an IT service provider based in Zurich (Figure 4).

Figure 4. IT Service Provider Based in Zurich: Business Requirements and Solution Benefits

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