

New DataCore Customer Alameda County Medical Center Selects SANmelody Storage Virtualization and Citrix XenServer to Provide Replication and Ensure Full Disaster Recovery

By embracing virtual SAN storage servers in conjunction with XenServer, healthcare provider receives an affordable solution that is far more flexible than a proprietary approach

OAKLAND, California and FORT LAUDERDALE, Florida – July 23, 2008 –DataCore Software, the leading provider of storage virtualization software, today announced that its SANmelody software is serving as the foundation of a replication and disaster recovery (DR) plan at Alameda County Medical Center (ACMC) that was orchestrated by DataCore partner Entisys. The IT environment at ACMC was fundamentally based upon products from Dell and EMC as well as virtual machines from VMware. ACMC is comprised of multiple sites and as a county hospital the organization is under a number of budget constraints. Entisys presented the Citrix XenServer and DataCore SANmelody DR solution based upon XenServer, which provides great savings to the medical center. “Instead of buying another EMC product to replicate the SAN, we showed them what DataCore can do and ACMC was able to complete a replication scenario for pennies on the dollar with XenServer and DataCore,” said Thad Morrow, Director of Sales, Entisys. “But it is not so much about the cost savings as much as it is a case where ACMC could use DataCore to support a very distributed environment where multiple vendors’ products are deployed and make a full-on disaster recovery solution possible.”

“ACMC has struggled to maintain a disaster recovery or business continuity plan, and has had to use what was available to us – an existing data center that is thirteen miles away,” said Ed Dullard, Chief Information Officer, Alameda County Medical Center. “ACMC had been a longstanding Citrix customer, so for cost savings it was a natural choice to go with XenServers.”

“We had been a Citrix shop, so we jumped at the opportunity with XenServer,” said Dave Bennett, Director of Technical Support, Alameda County Medical Center. “We liked the product and did not see any tangible difference between them and VMware. As for DataCore, we started looking at SANmelody at the request of DataCore partner Entisys. This was the best technology we saw for our needs, whereby we could economically leverage iSCSI for the remote site SAN rather than spend a lot more on a Fibre Channel SAN.” ACMC is currently deploying the solution. The initial data pool will start at 8TBs.

For the deployment, ACMC chose Dell hardware to run the SANmelody-XenServer solution. From a software standpoint, the solution cost ACMC at least five times less than a comparable, proprietary hardware SAN. The choice was more than just money, however; it was about flexibility. With DataCore ACMC does not have to worry about matching up machines, nor did they have any issue with the replication software being able to “talk” between disparate hosts. This ease of use and manageability was just as important as upfront cost savings because the IT staff at ACMC is already spread thin, wherein eight IT people support 2,600 users.

The mission of the medical center is to maintain and improve the health of all County residents, regardless of ability to pay. There are six campuses comprising ACMC, including the main hospital and trauma center in Oakland, California, another

hospital in San Leandro, California, provides rehabilitation and extended care, a psychiatric hospital in the same location and three ambulatory clinics. In terms of the IT architecture, all of the campuses are linked via a high speed ATM providing 65 MBs of bandwidth.

Two years ago ACMC purchased and deployed a SAN from EMC. "That was the first step we took in order to consolidate storage rather than using individual servers," explained Bennett. "As such it was the first step down this path." Since then, Dave and his team have taken a different look at the way they store data as well as what is stored, particularly in terms of putting a premium on both data and systems recovery. The organization used VMware in conjunction with its EMC SAN. With DataCore, both VMware and XenServers are in place currently – although longer-term the plan is to standardize on XenServer. "The cost difference between VMware and Xen is pretty substantial," Dave added. "As for DataCore, I could see some real advantages in using DataCore in our environment."

Chiefly, Bennett and his team were sold on SANmelody's ability to first and foremost enable them to utilize existing server storage that was not being used, thereby eliminating the need to go out and buy new disk space. Performance was another key selling point. As for price, Bennett comments, "The price was right. SANmelody just made sense when you put the whole thing together – being able to use existing storage where possible and the performance increases we saw firsthand."

The disaster recovery site at the secondary location in Fairmont will enable ACMC to avoid going to tape back-ups. With the DR site, the IT team can pull data right away and pull whole systems up if necessary when the ones at the primary location go down. "Before this, our whole DR plan revolved around just how fast we could get servers and software available to rebuild them," explained Wright Lassiter, CEO, Alameda County Medical Center. "With virtualization technology as it is today, it makes sense to be able to bring systems and data over from another site when the situation dictates that."

ACMC is taking the classic virtualization approach. They have physical servers, which will be virtualized and then replicated on virtual machines. The VMs with those changes will then be replicated to ACMC's Fairmont site and available in the case of any calamity. "DataCore made this project very achievable for a variety of reasons," summarized Morrow. "A real win for DataCore was the simplicity of the technology. Sure SANmelody is affordable, but more than anything DataCore technology is effective. Additionally, the IT staff at Alameda County Medical Center could implement SANmelody quickly, as well own, manage and grow the solution very easily without the need for professional support."

Free 30-day trial

With virtualized storage, customers receive enduring ROI benefits from the comprehensive storage management services provided by the software. For more information and a free 30-day test drive, please visit:

www.datacore.com/trialsoftware.

About Alameda County Medical Center

Alameda County Medical Center is one of the major hospital systems in the Bay Area, with 475 licensed beds on three campuses: 236 at Highland Hospital, 159 at Fairmont Hospital and 80 at John George Psychiatric Pavilion. The medical system serves Alameda County with three freestanding ambulatory care centers in addition to outpatient clinics at Highland Hospital, a trauma center that serves Northern Alameda County, and an emergency department that treats over 83,000 annually.

About Entisys Solutions, Inc.

Entisys Solutions, Inc. was founded in 1988. The company's mission is to provide state of the art methodologies and broad solution offerings around Citrix Application Delivery Virtualization, VMware Virtualization, and Microsoft infrastructure with a focus on disaster recovery and business continuity, along with complementary managed services and comprehensive support. Working in partnership with organizations such as Citrix®, VMware®, and Microsoft®, the company provides consulting and engineering services to mid-tier and enterprise organizations as well as government agencies, and has become a trusted advisor to some of the most prominent companies in Northern California. Among many distinctions, the company was named VMware Market Maker – Americas Region – 2006, Top North American Reseller Partner for the Citrix Application Networking Group (ANG) in 2007, and 2007 Citrix Partner of the Year.

Entisys Solutions' corporate headquarters are located in Concord, Calif., with offices in Irvine, Calif., Pasadena, Calif. and Sacramento, Calif. For more information, visit www.entisys.com or call 1-877-ENTISYS.

About DataCore Software

DataCore Software, the leading provider of storage virtualization SAN software, fundamentally changes the economics of managing storage with innovative software that combines advanced functions and services with the agility and savings of hardware independence. DataCore lowers the cost and complexity of IT by making storage efficient, fast, flexible, fail-safe and virtual. DataCore's portable storage server software simplifies and automates capacity expansion and centralizes storage management for Windows, UNIX, Linux, MacOS, NetWare, VMware and other leading open system and virtual server platforms. DataCore is privately held and its corporate headquarters are in Ft. Lauderdale, Florida. For more information, call (877) 780-5111 or visit www.datacore.com.

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