

Saudi Petroleum  
Overseas, LTD

London-based Saudi Petroleum (SPOL) is the European marketing office of the Saudi Arabian Oil Company, the state-owned oil company of the Kingdom of Saudi Arabia, providing marketing services to Saudi Aramco in Europe, Africa, and South America. SPOL needed to

consolidate its storage solution and protect its email and intranet data. The company turned to Tintri IntelliFlash storage systems to provide a reliable and cost-effective option for its email server and data storage needs. The company was so impressed with the IntelliFlash capabilities that it is now looking to migrate additional environments to IntelliFlash, capitalizing on its high performance and unique combination of inline compression and deduplication.

## The Challenge: Consolidating Antiquated Technology

Faced with old technology and contracts coming to end-of-life, SPOL needed to consolidate storage solutions and operate at a more efficient level. The two areas of focus were the email environment and the Energy Infonet knowledge portal that hosts numerous industry reports and data sets and provides business intelligence to the executive teams. The oil giant was also under time pressure to migrate the data before support contracts ran out and servers were shut down.

The company had existing legacy storage and went through a rigorous process to determine which vendor would be able to offer the most reliable, secure, and cost- and resource-effective solution. Following an industry event SPOL explored the option of using IntelliFlash systems to host the email servers and data. IntelliFlash was up against offerings from the other next-gen vendors, but according to Paul Savvides, Systems Administration Manager at SPOL, the team came away from the initial meeting thinking that IntelliFlash was the best technical solution.

"IntelliFlash met all our requirements and at our first meeting the team instilled a lot of confidence in us that they could get the job done efficiently and to very high standards," stated Savvides. "Hosting our Intranet data was a high priority and we needed something fast and reliable – which we knew we could get from IntelliFlash. They haven't disappointed either, the size and specifications we were advised on, fits our needs perfectly."

## The Solution: IntelliFlash T-Series Storage Systems

SPOL implemented two IntelliFlash systems to host the company's Intranet and email data. During a three-day period, the solution was deployed, and the company transferred and secured all required data sets.

Prior to the implementation SPOL tested the IntelliFlash systems extensively, 'burning them in' for a full month to provide the best chance for a smooth transition. The company is currently underutilizing the storage systems, but it won't be long before it begins to further challenge the solution with additional data sets and more complicated queries.

"The implementation process went very smoothly and the team at Tegile [now Tintri] was a pleasure to work with – we couldn't have asked for a better one," remarked Savvides. "There is a significant amount of technical knowledge spread across the team and it felt like whatever question we threw at them, there was always an answer."

## The Results: A Better Bang for Your Buck

SPOL experienced an improvement almost instantly with the new system and has noticed a number of key benefits:

- **Faster and more responsive virtual machines:** the IntelliFlash systems complete backups significantly faster than previous equipment and the technicians have noticed a huge difference in query response times
- **Easier to use interface:** the user interface is simple and concise, enabling users to quickly learn how to operate the system and get the most from the storage systems

## Challenges

Find a storage solution that can address company growth and performance for business-critical environments, including Caseware archive and search, and other key operational systems.

## Solution

IntelliFlash T-Series storage system

## Results

- Faster and more responsive virtual machines
- No more query time-outs
- Easier to use management interface
- Decreased backup windows

- Real-time deduplication and compression on both HDDs and SDDs ensure smarter use of storage capacity.
- Increased choice in connectivity: IntelliFlash supports more connectivity protocols (iSCSI, FC, NFS, and SMB3) and storage environments than its competitors. This flexibility provides SPOL with different options and ensures it is not locked into one fixed system
- Cost savings: these come in the form of hardware and resource savings now that the storage system is faster, more responsive, and able to hold more data than its predecessor

“The storage arrays are coping with everything we throw at them and we are getting a great return on investment with them. For example, we had a historical query that continually timed out with the previous storage solution. The IntelliFlash arrays completed the query in 12 seconds which is fantastic. As a result of this we are working to push the boxes to the limit to see exactly what they are capable of.”

Mr. Savvides continued, “Admittedly we were surprised that the IntelliFlash solution worked so well – it is a significant step up from our previous equipment, so we are very pleased. Finance is also happy with this decision, not only does the dedupe and compression functionality mean we use storage in a smarter way, but the connectivity options of the box gives us a lot more flexibility – all resulting in cost efficiencies.”

## Taking the Next Step

Having moved the Energy Infonet intranet portal and email data sets, SPOL is now reviewing additional environments that could be shifted onto the IntelliFlash platform. The file and print data sets are likely to be moved in the near future. In addition, the company is keen to reduce server room hardware – building on capacity but condensing equipment.

Experience different! For more information on how IntelliFlash can turbo-charge your business success through a simple, intelligent infrastructure, visit [tintri.com/intelliflash](http://tintri.com/intelliflash).

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