



## VeriStor Leverages Dot Hill Storage Solutions To Provide Enterprise Data Management Capabilities

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– Ashby Lincoln, President and CEO of VeriStor



**Dot Hill SANnet® II FC**  
Next-generation performance and unbeatable ROI.



**Customer:**  
**VeriStor Systems**

**Category:**  
Value-Added Provider of Enterprise-level Information Storage Solutions

**Area of Need:**  
Full solutions partner for mid-range FC and SATA storage systems

- Reasons for Selecting Dot Hill:**
- SANnet II products lead industry in FC and SATA price/performance
  - NEBS & Mil-Spec certifications assure excellent product reliability
  - Most competitive pricing - 2x performance at 30% lower costs
  - Dot Hill's flexible, channel-oriented organizational approach maximizes VeriStor's ability to serve enterprise customers with best-of-breed solutions

**The Bottom Line:**  
By leveraging Dot Hill's SANnet II technologies, VeriStor has been able to maximize return on investment for customers while simultaneously expanding their market penetration for demanding applications where down-time is not an option.

### Overview

Today's enterprises and large government organizations are facing an unprecedented explosion of information, which must be efficiently and securely stored, retrieved, archived and preserved. With in-depth experience in next-generation storage networking technologies as well as traditional legacy storage solutions, VeriStor is uniquely positioned to help customers address a wide array of storage challenges.

VeriStor was founded in 2001 by a group of storage industry veterans who recognized the need for a new kind of storage solutions provider. Unlike most systems integrators, VeriStor specializes exclusively in creating enterprise storage solutions using the latest best-of-breed technology offerings available.

Far from being simply a procurement source for hardware and software components, VeriStor is an enterprise storage solutions provider capable of turnkey implementations in the most complex storage environments; architecting solutions to meet the most demanding and complex storage challenges. Over the last 4 years, VeriStor has leveraged its industry experience and relationships to create storage solutions for over 150 enterprise and government organizations.

case study

# Maximize.



### Leveraging Dot Hill Solutions to Optimize Flexibility, Performance and Reliability

One critical factor in VeriStor's business success was the need for highly reliable and affordable storage solutions for mid-range Fibre Channel and SATA implementations. According to Steve Bishop, CTO of VeriStor Systems, "In order to tailor overall solutions that fit our customers' unique requirements, we needed flexibility and reliability in the storage technology solutions as well as in the supplier relationship. Dot Hill has consistently delivered in both of these arenas."

To provide customers with the best performance at a cost-effective level, VeriStor standardizes on Dot Hill's SANnet II FC solutions for their primary Fibre Channel storage needs and frequently uses SATA SANnet II products for disk-to-disk and data replication implementations.

The ability to attach both SANnet II FC and SANnet II SATA expansion units to the same SANnet II FC RAID array gives VeriStor a high degree of implementation flexibility and interoperability.

SANnet II solutions enable VeriStor to further reduce overall storage costs for their enterprise customers by supporting high capacity drives, such as 300GB SCSI (10K RPM) and 300GB FC (10K RPM) and offers the flexibility for as many as 32 logical drives with up to 64 Terabytes per logical drive. By combining high drive capacities with innovative FC and SATA product designs, Dot Hill is able to deliver twice the performance of competing solutions with 30 percent lower costs.

SANnet II also meshes seamlessly into VeriStor's comprehensive approach by providing simplified management capabilities, including the ability to send SNMP traps to an SNMP management console, send email messages, and to broadcast events to specified servers. Logical drives can be initialized or expanded via the online interface and new CLI commands allow remote scripting to configure, manage, monitor, or troubleshoot storage arrays.

Steve Bishop adds, "Dot Hill's emphasis on reliability and robust operation, as illustrated by their Mil Spec and NEBS certifications, is another key advantage that allows VeriStor

to assure enterprise customers of very high up-time and consistent availability of data. The bottom line is, SANnet II and Dot Hill's solid support capabilities enable us to deliver Tier 2 price/performance along with the advantages of Tier 1 backing and reliability."

### Delivering a Solid Customer-focused Partnership

Another major advantage for VeriStor is the deep level of inter-company cooperation and trust that it has developed with Dot Hill, enabling personnel at all levels to communicate effectively and work together. From top management through the sales, engineering and support organizations, both VeriStor and Dot Hill are jointly focused on understanding and rapidly responding to customer requirements.

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As a "channel-oriented" partner, Dot Hill's sales and support methodologies dovetail perfectly with VeriStor's unique value-added approach of bringing together best-of-breed products. Instead of dictating other aspects of the overall data storage architecture, the interoperability of SANnet II products and the flexibility of Dot Hill's organization give VeriStor great latitude to design, deploy and support the optimal solution set.

According to Ashby Lincoln, President and CEO of VeriStor, "Dot Hill is a proven entity and a valuable partner that we can count on to consistently deliver both the advanced storage technologies and the organizational follow-through that is essential for serving enterprise level requirements. The reliability and excellent price/performance of the SANnet II solutions also allow us to maximize return on investment for both VeriStor and for our customers."



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