

## Education Development Center Teams With Carousel to Implement A Winning Hyperconverged Solution

The Education Development Center, dedicated to improving education, health, and economic opportunities for people of all ages, partners with Carousel and SimpliVity to implement a robust hyperconverged solution.

### EXECUTIVE SUMMARY

**Company:** Education Development Center (EDC)

**Industry:** Education/Healthcare

**Location:** US Nationwide and International Across 22 Countries

**Number of employees:** 1,200

**Challenge:** EDC's data center technologies—Compellent SAN, Data Domain and HP Blade Center—were approaching the end of their product life cycle and needed to be replaced.

**Solution:** By teaming with Carousel, EDC was able to leverage SimpliVity for a hyperconverged solution.

### OVERVIEW

For years, the [Education Development Center \(EDC\)](#) had utilized industry standard storage fiber channel storage area network (Compellent SAN) for both physical and virtual servers. This solution allowed for storage to be attached to both physical servers (HP Blade Center Blades) as well as VMware hosts residing on Cisco Unified Computing System (UCS). This SAN, working in conjunction with a secondary deduplication device (EMC Data Domain), allowed EDC to replicate this storage from the co-location data center in Medford, Massachusetts, to EDC's corporate offices in Waltham, Massachusetts.

### CHALLENGE

The technologies in EDC's data center environment served it well for a number of years, but the Compellent SAN, Data Domain and HP Blade Center were approaching the end of their product life cycle and needed to be replaced. EDC's Director of Information Technology Vito DeLuca turned to Carousel Industries to begin vetting SimpliVity. DeLuca was particularly interested in its [OmniCube hyperconverged infrastructure](#) device that performed numerous data center functions (i.e. storage, backup, and replication) but was nonetheless incredibly simple to operate.

Although he was intrigued, Deluca was unsure that the solution could deliver on its promises, and he remained uncertain after SimpliVity presented to EDC's leadership. "We had SimpliVity come in, and it was like magic," he explains. "It looked like they made the whole thing up. Everybody left that room skeptical that this is how it could really work." Deluca teamed with Carousel, a trusted partner, for a further investigation.



EDUCATION /  
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MANAGE 250 PROJECTS ACROSS  
THE US AND 22 COUNTRIES



1,200 EMPLOYEES



IMPROVING EDUCATION, HEALTH  
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## SOLUTION

With Carousel's endorsement, EDC made a strategic decision to leverage SimpliVity as its hyperconverged partner. Using the SimpliVity solution, EDC was able to reduce the number of racks it needed in its co-location site. SimpliVity also made it possible to immediately restore any virtual machine (from the point of the last backup) at either data center. Furthermore, the solution sits on Cisco UCS, which allows EDC to continue to benefit from the investment made previously in UCS. Lastly, the solution eliminated the need for Compellent SAN and Data Domain which, combined with EDC's ongoing effort to virtualize all physical servers, meant the HP Blade Center was also no longer needed.

## RESULTS

By limiting the number of racks it needed in its co-location site, EDC was able to reduce its footprint in the colocation data center in Medford and significantly reduce costs as a result. EDC also saved approximately \$100,000 per year in support costs as a result of not having to replace the products that were reaching the end of their lifecycle. EDC is also now able to perform full backups daily (hourly for critical systems like accounting) to both Medford and Waltham, an issue that had been problematic for years. "We had not been able to put together a decent DR/BC strategy prior to this project," Deluca says. As an additional benefit EDC is also experiencing improved performance for critical systems and applications. "The beauty of this particular project is that, even though there is an expense attached, the ROI is huge," adds Deluca.