

“Out of the options available, Fujitsu installed machines with the best price/performance ratio, and more importantly, was the only supplier to offer us equipment already natively certified for VMware vSAN.”

Renzo Grandi  
Head of ICT Services  
Multipartner S.p.A.

Multipartner selects Fujitsu PRIMEFLEX for VMware vSAN to support increasing workloads and ensure increasingly efficient service level agreements for customers.

#### At a glance

Country: Italy  
Industry: ICT services  
Established: 2002  
Website: [multipartner.com](http://multipartner.com)

#### Challenge

Operating in the sensitive data protection and monitoring sector, Multipartner made the decision to switch to a virtual IT infrastructure, opting for VMware as a hypervisor. This decision involved implementing server architecture and storage featuring high levels of efficiency and flexibility and ensuring 'always-on' service.

#### Solution

With the support of the Filippetti Group, Multipartner implemented FUJITSU Integrated System PRIMEFLEX for VMware vSAN, a hyper-converged architecture featuring Fujitsu servers that are reliable and efficient, and which are easy to operate in the hypervisor environment.

#### Benefit

- Improved use of physical IT resources
- Quicker backup operations
- Greater maintenance flexibility
- Significantly improved SLAs and KPIs
- Improved data security

## Customer

Multipartner S.p.A. is an innovative SME operating in the advanced Information and Communications Technology (ICT) services sector. Established in 2002, the company provides 24/7 data protection and monitoring services to customers around the world. The company's current ICT infrastructure is based on two delivery nodes located in data centers in Italy more than 200 km apart and connected by two separate 1 Gbps fiber-optic LAN links.

## Products and Services

- FUJITSU Integrated System PRIMEFLEX for VMware vSAN
- FUJITSU Server PRIMERGY RX2540
- FUJITSU Server PRIMERGY RX2510
- VMware vSphere
- VMware vSAN
- VMware Site Recovery Manager
- Maintenance and system services

## Virtualization to support growth

Multipartner's core business of Virtual Data Room services has evolved into a portfolio of solutions designed to securely share and monitor data and documents. The business has grown to such an extent that the company's IT infrastructure needed to be completely redesigned in order to achieve greater efficiency, improved operational flexibility, and service delivery continuity.

"For several years we have supported growth by investing in delivery nodes located in the two certified data centers we use," explains Renzo Grandi, Multipartner, "however, recently we have had to consider the possibility of virtualizing the architecture in order to cope with increasing demands in terms of computing power, security, and flexibility."

Multipartner's management team selected VMware as a hypervisor, and with support from the Filippetti Group, began looking at hardware platforms able to meet their requirements in terms of speed, reliability, scalability, and ease of management.

"The aim was to improve the utilization of the hardware platforms (based on X86 architecture and Windows and Unix operating systems), which had previously restricted growth," continues Grandi, "so as to improve flexibility and scalability, as well as ensure an appropriate level of security for the services we deliver to our customers."

### The best for VMware

After thoroughly researching the best solutions, the final choice consisted of Fujitsu servers. Fujitsu is one of the few suppliers that has VMware certification and offers constant technological upgrades.

"The option proposed by Fujitsu proved to be the best, not only because the hardware was natively certified for VMware," explains Grandi, "but it also represented the most favorable price/performance ratio. The implementation of the new architecture, which took place through the gradual replacement of the old machines, caused no noticeable problems and didn't involve a single minute of downtime in the services delivered to customers. We worked in full cooperation with the Filippetti Group and Fujitsu, a partnership that has extended beyond the completion of the project."

The VMware/Fujitsu combination, with FUJITSU Integrated System PRIMEFLEX for VMware vSAN, proved an immediate success, ensuring almost 90 percent utilization of physical resources.



The VMware hyper-converged infrastructure (HCI), which involves the use of vSphere and vSAN, as well as Site Recovery Manager (SRM), works perfectly with Fujitsu solutions, without the need for inconvenient test phases or integration activities. In fact, vSAN offers the widest range of options thanks to the support of the large and proven ecosystem of vSAN ReadyNode providers. "Whereas we were previously unable to put more than four or five processes on a single physical machine," explains Grandi, "we can now use 10 virtual machines with four cores each on a single physical server with 40 cores."

The advantages are clear: during maintenance, virtual machines can be moved with no negative consequences in terms of service interruption; backup operations take minutes instead of hours, and the operational flexibility supports growth and allows better management of data-processing peaks.

"Security, which is a crucial issue for us," continues Grandi, "is managed perfectly by the hyper-converged architecture created with VMware and Fujitsu, and thanks to the partnership with the Filippetti Group. On the one hand, we have virtual machines that are, by definition, more secure and controllable than physical machines; on the other hand, the new configuration of delivery nodes, which uses, among other things, separate 1 Gbps fiber-optic connections between the two certified data centers. This allows near real-time data alignment between the two physical sites, ensuring clients receive uninterrupted service, even in the event of unforeseeable circumstances."

### 'Always on' service

By upgrading its platforms, Multipartner dramatically reduced the maximum time for potential data loss, thus ensuring the level of quality required for the strategic services provided to customers.

"With the previous architecture," says Grandi, "there was a risk that the disaster recovery process would be aligned at midnight on the previous day. Now, thanks to virtualization and the new technologies incorporated in Fujitsu PRIMEFLEX for VMware vSAN, we have a near real-time disaster recovery system."

The current hardware and software configuration also allows Multipartner to look towards the future with more confidence. "When choosing the new architecture," concludes Grandi, "we purchased sufficient resources to enable us to support future developments. Looking further ahead, the scalability and flexibility of the new infrastructure will allow us, to rapidly activate new delivery nodes anywhere in the world. This will allow our customers to choose where and under which judicial system they would prefer to keep their sensitive data."

## FUJITSU

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## IN COLLABORATION WITH

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