FUJITSU

Case Study
Ziekenhuis Gelderse Vallei

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Vincent te Koppele, Head of ICT, Ziekenhuis Gelderse Vallei

The customer

Country: Netherlands
Industry: Healthcare
Founded: 2000
Employees: 2,600+
Website: www.geldersevallei.nl

The challenge

Ziekenhuis Gelderse Vallei needed to replace an aging storage platform that could no longer deliver the necessary performance.

The solution

After inviting five resellers with their respective vendors to propose a solution, it selected SJ-Solutions, a Fujitsu Select Circle Partner and FUJITSU Storage ETERNUS DX200 S3 systems, based on the outstanding performance it offered on high-quality, cost-effective hardware.

The customer

Located in Ede in the Netherlands, the Gelderse Vallei Hospital (GVH) offers 34 medical disciplines under the auspices of 156 medical specialists. It also provides a large number of paramedical disciplines, including physiotherapy and dietetics. The hospital has over 500 beds and welcomes over 21,000 inpatients as well as 147,000 outpatients each year.

The challenge

GVH relies on a number of storage platforms to support the critical care it provides to the community. One of these was reaching end of life, underperforming and needed to be replaced. The hospital invited five specialized local resellers to tender a proposal for a new storage solution.

"The old system's maintenance contract had expired and it simply was no longer fit for purpose so we had to find a replacement that would be able to scale well into the future," explains Vincent te Koppele, Head of ICT, Ziekenhuis Gelderse Vallei. "We were also unhappy with the Total Cost of Ownership, licensing and maintenance fees from our primary storage provider and were keen to explore alternative solutions."

The hospital asked an independent expert to write an RFP with strict rules on I/O performance and number of discs. SJ-Solutions and Fujitsu responded with a design that demonstrated how the required performance could easily be achieved with significantly fewer discs and less hardware.

"I couldn't believe that what SJ-Solutions and Fujitsu were proposing was possible, but we ran the tests and were amazed by the performance on the number of discs," adds te Koppele. "It was clearly the best solution at the best price and had the references and certifications to prove it."

The solution

The hospital purchased a dual FUJITSU Storage ETERNUS DX200 S3 platform with dual fiber channel controllers, 24 x 900GB drives and six full disc enclosures to create 144 discs per site and 147TB per site. It is being used to support the hospital's virtual server environment in the main IT department.

The benefit
■ Migrated within five days with no disruption to the hospital ■ Easily scalable to enable future growth ■ Saved money due to best price performance ratio on offer ■ Peak performance runs at three times that required by the RFP ■ Environmentally friendly due to the lowest energy consumption in its class

Products and services
■ Dual-Site FUJITSU Storage ETERNUS DX200 S3

After placing the order with SJ-Solutions, the equipment arrived within two weeks from the European Fujitsu factory and, with the assistance of local IT partner SJ-Solutions, was also in production within a matter of days. This process was helped by the fact that the hospital uses DataCore, a leading software defined vendor specializing in storage virtualization and management, which meant storage can easily be replaced without affecting or disrupting the virtual servers. Fujitsu has a longstanding partnership with DataCore, making the deployment even simpler.

"The installation was seamless, thanks to Fujitsu, SJ-Solutions and DataCore. We were able to migrate all the virtual systems quickly without disrupting the business, which is particularly important for a hospital as we cannot afford downtime without risking patient health," says te Koppele. "We now have a stable, scalable solution that delivers the performance we need."

The benefit

GVH now enjoys a storage platform with the capacity for significant expansion and optimal reliability. In terms of performance, it far outstrips the 20,000 I/O requirement stipulated in the RFP with peak performance measured at 60,000 I/O, meaning it will be more than able to handle the hospital's needs well into the future.

"From an IT perspective, it makes my life easier because I don't need to worry or firefight – it simply gets on with business in the background," continues te Koppele. "And there is plenty of room for more nodes so we can easily scale up to meet growing demands."

In the event of any issues, SJ-Solutions provides first line 24/7 support with Fujitsu available on call for any hardware problems. This gives peace of mind, but to date has not been needed. Another key benefit is the lower cost of the solution compared to competitive offerings. This is helping the hospital save money that can be put to better use elsewhere.

Conclusion

With the FUJITSU Storage ETERNUS solution in place supporting critical virtual machines and applications including Windows, PACS, SQL and Oracle Databases, the hospital is looking at other areas it might prove useful.

"It's the best price performance ratio that I've seen and that means we'll certainly consider extending our use of it to other parts of the campus," concludes te Koppele. "It also has the lowest energy consumption in its class which is another compelling reason to consider FUJITSU Storage ETERNUS.

"What has really impressed me is how well designed and thought through the solution is. Fujitsu aims to make everything perfect and optimized for our exact requirements."

Vincent te Koppele, Head of ICT, Ziekenhuis Gelderse Vallei