

V-locity Helped Save Money/Hardware Costs



"Conduktiv's V-locity software eliminated almost 50% of all storage I/O requests from having to be dealt with by the disk storage (SAN) layer, and that meant that when replacing the old SAN storage with a 'like-for-like' HP MSA 2040, V-locity gave me the confidence to make the purchase without having to over-spend to over-provision the storage in order to cope with all the excess unnecessary storage I/O traffic that V-locity efficiently eliminates."

"In real terms, it meant that I could have more SAS drives for greater storage capacity and less in the more expensive tier 1 SSD layer, because V-locity boosted the storage performance for me with its intelligent RAM caching solution. This represented a very real and very valuable cost saving for the school."

Noel Reynolds, IT Manager, Lawnswood School



"Regarding cost savings, the value we receive from V-locity in not having to worry about our MEDITECH systems crashing due to FAL growth is invaluable. It doesn't take long for downtime to accumulate into hundreds of thousands in lost revenue. However, the real surprise was the performance gains on our heaviest workloads."

Joe Buckminster, IT Director, Community Medical Center



"At the time, we thought our only solution was to invest hundreds of thousands of dollars into new all-flash arrays to get the performance we needed. No matter how well your business is doing, no one wants to have a million-dollar conversation that's not in budget. We needed to see how we could maximize performance on the hardware we already had, which led to a conversation with Conduktiv."

"It wasn't until we spoke with Conduktiv and heard what they did for other virtualized customers like ourselves that we began to consider the real root cause to our performance issues – small, fractured, random I/O characteristics that were akin to pouring molasses on our systems."

Chuck Keith, Director of Infrastructure, Supreme Lending



"We're past the usual lifecycle for a SAN, but with V-locity, there is no need to upgrade or replace it. I can supplement it, but I don't have to replace it."

Robert Del Vecchio, IT Infrastructure Manager, Creative Office Pavilion

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“Facing a \$2 million storage purchase to solve our performance issues didn’t sit well with any of us,” says Swearingen. “We heard what V-locity acceleration software had done to help other MEDITECH hospitals, so we were eager to try it for ourselves. After deploying V-locity and conducting a before/after performance analysis, we found that V-locity doubled the speed of our patient records. V-locity provided enough speed to meet our application SLAs, so there was no longer a need to make a \$2 million storage purchase for increased performance.”

“ConduSiv’s V-locity didn’t just double the productivity of our patient care without adding new hardware, it enabled us to save on the bottom line and reclaim a storage budget that had ballooned since we virtualized.”

Tom Swearingen, Manager Infrastructure Services, Christus Health



“Typically, IT professionals respond to application performance issues by reactively buying more hardware. Without the luxury of a padded budget, we needed to find a way to improve performance on the hardware infrastructure we already have.”

“V-locity saved us from having to make a heavy investment in SSDs or do a complete rip and replace of our entire hardware infrastructure. To this day, I still can’t believe software is doing this.”

Ralph Ortiz, IT Manager, ASL Marketing



“At the time we thought our only option was a premature rip-and-replace of our SAN architecture. Since a \$300K expenditure wasn’t a luxury we could afford at the time, we needed a way to improve I/O performance on the hardware infrastructure we already had while also finding a space reclamation solution.”

“Fragmentation issues on the SAN meant that I would spend four days a month simply creating new data stores and moving data to it. It was the only way we could reclaim space and shrink thin-provisioned volumes on the Left Hand SAN. But since V-locity proactively eliminates 95-100% fragmentation at the OS layer, that means everything is written to SAN storage in a clean sequential manner. I no longer lose 40 hours a month babysitting my systems.”

Matthew Thompson, Database Systems Administrator, Goodwill Industries

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“Typical IT administrators respond to application performance issues by reactively throwing more expensive server and storage hardware at them, without understanding what the real problem is. Higher education budgets can’t afford that kind of brute-force approach. By trying V-locity I/O reduction software first, we were able to double the performance of our LMS app sitting on SQL, stop all complaints about performance, stop the application from timing out on students, and avoid an expensive forklift hardware upgrade.”

Rich Reitenauer, Manager of Infrastructure Management & support, Alvernia University



“We outgrew the Dell EqualLogic so the SAN upgrade was necessary; however, V-locity saved us from over-purchasing hardware to get that boost in performance. I definitely recommend V-locity as the first ‘go-to’ option for anyone experiencing application performance pains.”

Chris Mueller, Systems Administrator, SunCoke Energy



“We don’t have the ability to endlessly add resources. We have to squeeze every drop of efficiency out of what we have, so I started looking for a smart approach to solving our problems.”

“Hardware doesn’t do our day-to-day tasks, it just processes the commands of the software. We’d much rather add solutions that make people’s lives easier, and those solutions cost money. I need to save where I can, and if I can add those services without adding hardware, that’s a win-win.”

“The project to implement physician electronic signatures is huge for us—it cuts down on considerable overhead. V-locity has enabled us to take on value-add projects because we’re not wasting budget on hardware and wasting time on troubleshooting.”

“Every week we comply with new regulations, which adds tremendous administrative overhead. And at the same time we’re impacted by decreased rates and projected reductions in payments through 2018. Healthcare reform is big enough. I couldn’t be happier to have a solution that crosses performance problems and hardware costs off my list of things to worry about. V-locity has become de facto for us—all VMs and physical servers get it, no question.”

Shane Kolp, VP of Technology, KeystoneCare

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“With V-locity, we have delayed investment in additional hardware. We’ve virtualized servers that used to run on dedicated storage, and now we’re using our resources much more efficiently.”

Adam Moore, OSS Systems Integration, Bell Mobility



“Since we’re no longer dealing with so many small split I/Os and random I/O streams, V-locity has enabled our CRM and ERP systems to process twice the amount of data in the same amount of time. The best part is that we didn’t have to spend a single dime on expensive new hardware to get that performance.”

Kevin Schmidt, Director of IT, I.B.I.S., Inc.