

**WHO:**

Altarum Institute, a nonprofit health systems research and consulting organization

**CHALLENGES:**

Storage at capacity  
Expanding data types  
Performance  
Budget

**IT ENVIRONMENT:**

Four data centers transitioning to hybrid cloud

Juniper, Cisco, 95% virtualized - VMware, MS SQL, Sharepoint, SAS, SPSS & separate secure network & 95% mobile workforce

**SOLUTION:**

Five Kaminario K2, 100TB in each data center

**BENEFITS:**

- Smooth capacity growth
- Dedup & compression
- All-flash performance
- US-based support
- Guaranteed capacity

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# Capacity for Growth

## Healthcare research ready for the now and and the next

### Executive Summary

The Altarum Institute and its subsidiaries provide a broad array of healthcare research, analysis and consulting services to help clients understand and solve underlying issues in health care delivery and financing systems. Their diverse services are delivered by 460 employees who are supported by a unified IT team of eight. Now, after several years of data growth, their storage capacity had reached its limits at all four data centers. Upgrading existing systems wasn't feasible. An entirely new set of systems was needed to address immediate capacity needs and to position for painless growth.

### Altarum Institute Overview

Altarum Institute is a nonprofit health systems research and consulting organization. Integrating independent research and client-centered consulting, Altarum creates comprehensive, systems-based solutions that improve health.

Altarum and its subsidiaries support federal, state and local governments, including agencies such as DOD and the VA. Together their research, analysis, reviews of medical trials, and communications programs help organizations define and promote programs for healthy families.

“Capacity was crucial. We were running out of space. Still, we wanted to keep up with technology advances and took the time to look at several all-flash vendors. Who could provide the best performance and features for a price we could afford? No competitor beat Kaminario.”

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Brian Wong,  
Altarum Information  
Systems Admin

“Big deciding factors were performance, capacity, and price. Also, Kaminario’s all-in packaging & native capabilities helped clinch it. Other vendors added costs for each license.”

Earle Maharaj,  
Windows Enterprise Manager

#### IMMEDIATE BENEFITS:

- Non-disruptive scale-up, scale-out enables unconstrained infrastructure growth
- Performance increased from 5000 IOPS to 250,000 IOPS
- Maintenance windows cut from 48 to 6 hours
- Inclusive compression and deduplication
- Five-year maintenance provides price stability
- Kaminario’s US-based support



## The Challenge

The critical research and consulting work conducted by the Altarum Institute depends upon solid, responsive and flexible IT resources. With a growing number of complex engagements, along with the acquisition of two for-profit subsidiaries, IT systems needed updates. Data volumes had continued to grow, and types of data had expanded to include video and medical images. Some contracts now required holding data for longer periods, as much as 10-to-20 years. Their storage arrays were at capacity in all four data centers while technology had made significant advances since their last acquisition. System upgrades were impractical, and their current vendor’s offer of a storage hybrid wasn’t cost effective, and couldn’t provide the performance promised by all-flash storage. It was time to investigate alternatives.

## Examining Options

The Altarum IT team developed a clear priority list of critical deciding factors. Their storage decision would prioritize smooth capacity scaling, performance, and price. Storage technology had significantly advanced since their last array purchase, and because they wanted this refresh to last five years, all-flash was the primary focus. They evaluated Nimble, Pure, Tegile and Kaminario along with Dell Compellent, their existing brand.

Multiple vendor sessions helped to refine the checklist of critical factors. Added considerations included data compression, deduplication, replication, administrative overhead and US-based support. They sorted through all the technical facts and later added one more important factor, relationship.

**“K2 performance delivered an unexpected bonus. Our maintenance windows were cut from 48 hours to just six. Give an IT person an extra day and a half – that’s when magic happens!”**

Earle Maharaj,  
Windows Enterprise Manager

## The Solution

By the time their research was winding down, the Altarum team had needed no physical proof-of-concept. They had everything they needed to confirm that Kaminario K2 all-flash storage was their best choice. Their capacity requirements placed scale-up and scale-out as key factors. “Previous experience showed us that adding capacity could be messy, Wong said. “Kaminario makes it easy for us to expand at a moment’s notice.” US-based service was also an important criterion. They had seen quality suffer when vendors pushed service off to other parts of the world, only to have language barriers extend time-to-resolution. Guaranteed capacity - something other vendors wouldn’t offer - also played a part in their decision.

In addition to a K2 in each of their four data centers, the Altarum Institute and its affiliates required dedicated storage for a secure network used to conduct sensitive research and provide remote access to field staff. In support of that network they have recently added another 100TB Kaminario K2 all-flash array to eliminate restrictions and improve research results.

Completing their analysis, Altarum made the choice of Kaminario for multiple reasons: performance, cost, all-in packaging, simplified management, willingness to provide a five-year maintenance arrangement and more. However, beyond the technology and support, it was the relationship that made the difference. “The hard costs and performance metrics - we knew they were there. We expected it,” said Maharaj. “To me, it was the effort put in by Kaminario’s people that sold it.”

## What’s Next

Looking forward to potential for 2018 expansion, Altarum expects to add Kaminario capacity and as many as three new locations due to acquisitions, exponential data growth, and increasing client requirements.



### Contact

Contact a business development representative to answer any questions you may have.



### Schedule a Demo

Schedule a demo with an engineer and learn if Kaminario's solution works for you.



### Request a Quote

Request a quote for your application from our business development team.

## About Kaminario

Kaminario, the leading all-flash storage company, is redefining the future of modern data centers. Its unique solution enables organizations to succeed in today's on-demand world and prepares them to seamlessly handle tomorrow's innovations. Only Kaminario K2 delivers the agility, scalability, performance and economics a data center requires to deal with today's cloud-first, dynamic world and provide real-time data access -- anywhere, anytime. Hundreds of customers rely on the Kaminario K2 all-flash array to power their mission critical applications and safeguard their digital ecosystem. Headquartered in Needham, MA, Kaminario works with an extensive network of resellers and distributors, globally.

For more information, visit [www.kaminario.com](http://www.kaminario.com)

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