

**WHO:**

Areas Assurance, an independent group of French insurance companies

**CHALLENGES:**

Application performance, unacceptable latency, costs, data growth, user complaints

**IT ENVIRONMENT:**

SQL, Windows, Hyper-V, Cisco UCS, Citrix, Xenapp / XenDesktop

**SOLUTION:**

Two Kaminario K2 systems with three years of Premium Support

**BENEFITS:**

- Performance improvements
- Operational simplicity
- Flexible scaling for predictable evolution

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# Immediate Innovation, Future Growth

## Aréas Assurances gains performance for today and readiness for what's next

### Executive Summary

Aréas Assurances, an independent group of French insurance companies, had reached their limits of storage capacity and performance. Service outages and customer complaints demanded immediate attention. With the help of Kaminario, Aréas implemented K2 systems as their solution. The result immediately met mixed workload performance requirements while providing an innovative solution that served future needs for growth.

### Aréas Overview

Aréas Assurance is an independent group of mutual insurance companies with 500 outlets across France. Founded in 1891, Aréas has a strong history offering comprehensive solutions to protect people, property, and long-term retirement savings for individuals and businesses.

### The Challenge

Aréas clients expect reliability, security and immediate access to their data at all times. With 1800 users spread across 500 locations in France, all IT systems need to deliver high performance, reliability, and security. However, their legacy storage solutions were not answering their needs, particularly in performance or capacity. They were unable to implement a new application and Xenapp/XenDesktop deployment because of the existing array.

Areas storage requirements had expanded much faster than expected and existing systems were saturated. They experienced outages and users were complaining. New project development had come to a standstill. It was clear that Aréas required a new storage solution capable of sustaining both current and future requirements. They wanted an efficient, leading edge design that would provide operational simplicity and consistent performance at an attractive price. It also had to be easily upgradeable, allowing for long-term and non-disruptive growth.



#### IMMEDIATE BENEFITS:

- Taking advantage of K2 scale-up and scale-out capabilities, Aréas has established a predictable data storage strategy that will sustain and support the evolution of their business.
- Positive ROI – an attractive price/performance ratio and a leading edge technical solution eliminating customer complaints to refocus on increasing business value
- Immediate performance improvements and flexible capacity scaling for reliable implementation and growth of new applications

#### Examining Options

Aréas reviewed several high cost traditional storage solutions that lacked the innovation and operational simplicity they wanted. When none met their needs, Aréas considered Kaminario's all-flash K2 storage array. A proof of concept (POC) trial quickly demonstrated K2 capabilities to sustain mixed workloads consistently while exceeding all performance expectations.

Kaminario demonstrated technical knowledge, understanding of the global storage environment, and ability to respond quickly to Aréas tight timing requirements. Kaminario brought not only a leading edge all-flash storage product but also a global expertise and a proactive team. A project plan was quickly developed as Kaminario helped Aréas to refocus on adding value and satisfaction for their clients with no technical distractions.

**“The Kaminario K2 is exactly the innovative and advanced solution we were seeking. Kaminario’s demonstrated professionalism and flexibility to quickly create a plan and execute a rapid and successful data migration. They have addressed our immediate storage needs for capacity and performance while providing assured capabilities to scale up and scale out as future needs emerge.”**

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Hervé Gabireau  
Head of IT deployments  
and Chief Executive Officer  
for AREAS Insurance

## In the Words of the Customer

“Before Kaminario, some activities such as restorations, file copies, and massive requests for some applications indexing collapsed the hybrid disk bay, impacting all the users. So we had to postpone the tasks to run overnight. Now these actions can be executed during the day, many times, without any impact. Kaminario’s performance consistency, whatever its use, is simply impressive.”

“Now we have all the monitoring tools on consumption and performances directly within Kaminario’s bay. We can know exactly the situation at a glimpse. When users see a slowdown, we can easily show that it doesn’t come from the storage.”

“The recovery plan within Microsoft Azure’s Cloud stopped: it consumed the space in the hybrid disk bay as we had to create snapshots and write the data many times to send it to the Cloud. The thin provisioning wasn’t reliable enough and the data was too important.”

“With Kaminario, we get thin provisioning but also deduplication. We use very little space as the data is there only once and once it’s in the Cloud, the copy and the snapshot are deleted instantaneously and we retrieve the space.”

“From an environmental point of view, the previous storage used a full rack with 30TB in 42U. We consumed a lot of energy and the air conditioning was always full speed. Now with Kaminario, we get 100TB in 4U! We not only divided by 10 the space in the rack but also the electric consumption and heat dissipation.”

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Hervé Gabireau  
Head of IT deployments  
and Chief Executive Officer  
for AREAS Insurance

## The Solution

With the installation of Kaminario's K2 all-flash storage platform, Aréas gained the assurance of scalability to meet future storage need by implementing Kaminario's agile, innovative and efficient high-performance solution. The data migration was smoothly executed without disruption. Full compliance between the offer on paper and performance in production secured Aréas a leading-edge technical solution that met all their requirements and delivered a competitive edge. At the same time, they established a powerful and reliable partnership that would provide ongoing support and assist them with future growth.

## What's Next

Aréas is focused on increasing customer value and business growth. They now have a scalable storage solution that will easily maintain currency with advancing technology innovations.

**“We needed an immediate solution. Not only did Kaminario respond quickly, but the result also demonstrates full compliance between the promised offer and our operating experience.”**

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Hervé Gabireau  
Head of IT deployments  
and Chief Executive Officer  
for AREAS Insurance



### 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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