AYALON

WHO:

Ayalon Insurance is a large Israeli insurance and financial services company.

CHALLENGES:

Consistent storage performance

BI reporting speed

Backup performance

Data management complexity

Digital services growth

IT ENVIRONMENT:
- Three data centers – production, DR & data archive

- Cisco UCS 99% virtualized – VMware, Arista network, IBM AS400, NetApp & Kaminario storage

- MS Windows, SQL, Red Hat, Oracle, DB2, SAS BI, 70+ business applications

SOLUTION:

Kaminario K2, 300TB in each data centers

ADVANTAGES:
- Sustained reliable high performance

- BI reports daily

- Rapid backup to remote site

- Management simplicity

- Responsive support

- Guaranteed capacity

Performance Matters

Daily Business Intelligence updates help the business grow

Executive Summary

As a large and growing insurance company, Ayalon Insurance must supply consistent high-performance IT services to thousands of independent agents across Israel. Business Intelligence (BI) and Software as a Service (SaaS) applications are particularly critical. When the Ayalon IT team began looking at next generation all-flash storage, they wanted assurance that performance would be consistent, regardless of workload. They wanted management simplicity and scalability. In choosing Kaminario's all-flash-array, they now have the performance to run BI reports 40% faster and deliver new reports daily instead of weekly - all without impact to production applications. They also have the flexibility to smoothly scale storage capacity and performance to meet digital demands as the business grows.

Ayalon Insurance Company Ltd. Overview

Headquartered in Tel Aviv, the Ayalon Insurance Company is among the six largest insurance and financial services groups in Israel. They have seen significant growth in all areas of insurance and financial services sectors supported by independent insurance agents as their primary distribution channel. Ayalon provides a broad range of insurance and financial services that include General Insurance, Health Insurance, Long-Term Savings, Life Insurance, , , Motor Vehicle, and Property Insurance. The company also has expertise in professional liability insurance, for attorneys, accountants, engineers and insurance agents.

"Reliable performance all the time. That was the first criteria. Production applications must not see any performance impact during analytics or maintenance events. Lots of flash systems can be fast most of the time. Kaminario is fast all the time."
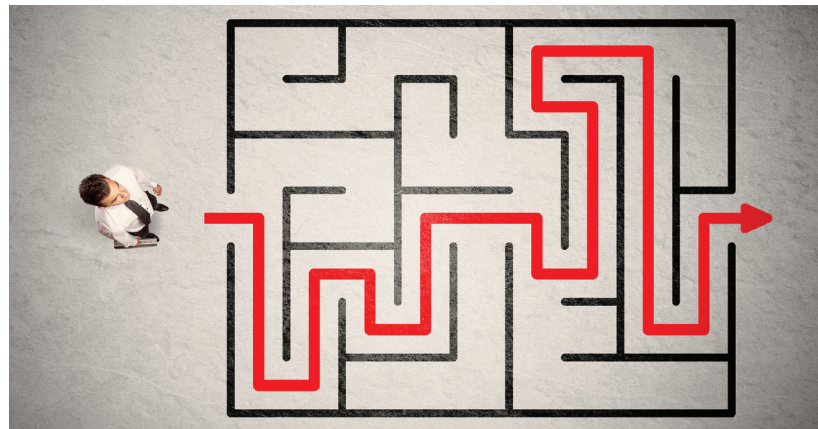
Eldad Omer,
Ayalon IT Infrastructure
Manager

kaminario.

"We are getting into the world of digital unknowns. It's difficult to predict service demands, so we needed a high-performance system that could grow easily and quickly."

Eldad Omer, Ayalon
IT Infrastructure
Manager

IMMEDIATE BENEFITS:

- Non-disruptive scale-up, scale-out enables growth regardless of "digital unknowns."

- BI performance increased 35-40%

- Remote backup 40% faster using Kaminario native replication

- Kaminario management simplifies required skills

- Inclusive compression, deduplication, and data encryption

- Adaptive block size for mixed workloads

- Responsive Kaminario support

The Challenge

With 1200 employees, Ayalon operates from multiple locations in Israel, including three data centers supporting production, disaster recovery (DR) and data archives. Their insurance and financial products are sold by 2000+ independent insurance agents across the country. The nature of the business demands strict adherence to financial, security, and insurance regulations. And, because independent agents have a choice, the performance and stability of their SaaS applications must be of the highest quality.

Business Intelligence reports are also a valuable resource to Ayalon agents. However, because they impacted production performance, BI reports were only refreshed weekly. Then the Ayalon IT team began evaluating the latest generation of flash storage systems that promised improved performance and advanced features. But it became apparent that they wanted something that most vendors couldn't supply – assured top performance 100% of the time.

Examining Options

The Ayalon IT team had a clear vision of what their next generation storage required, starting with consistent and assured performance. They had calculated capacity plans and created a full picture of the functionality gaps in current system capabilities. They looked closely at EMC, HDS, and Kaminario while interviewing the vendors and their customers to understand their in-production experience. The team's objective was to create a stable infrastructure with stable performance, ready for the future with no surprises.

The Solution

Kaminario assurances of guaranteed performance and capacity were deciding factors. "There are reasons why, for many products, there is no guarantee of good performance all the time," said Omer omer is my surname. "We chose Kaminario because it provides us stable performance under any load. With a 40% performance improvement, now we can provide daily BI data to our agents with no impact to production applications."

Ayalon also benefits from the simplified Kaminario management console. "Using EMC management we had two different consoles for operations and replication," said Omer [surname]. "Now we have one very simple visual display that provides the full system picture. No sophisticated storage skills required." Backup speeds between the main and remote data centers have improved by as much as 40% using Kaminario native replication. Their RTO is less than 1 second with no impact on production performance. Processes that demand high IO, including custom applications, have improved an average of 30%. Security is enhanced by data-at-rest encryption, and the systems can easily scale to support unpredictable business growth.

What's Next

The Ayalon digital journey will continue as they provide new business services supported by the flexibility of Kaminario All-Flash-Arrays.

BeLocal

This deal and implementation was done with BeLocal our business partner.

"The all-flash Kaminario array gives us a stable, high-performance environment. We can deliver new applications and services confidently. It's simple to manage and frees staff to do other things."

Eldad Omer, Ayalon
IT Infrastructure
Manager

kaminario.

Contact

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

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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.

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