

**WHO:**

BridgePay is a transaction gateway company specializing in turnkey payment application solutions.

**CHALLENGES:**

Consistent storage performance and speed

Data management complexity

**IT ENVIRONMENT: CHECK THIS**

- Two data centers - active production & passive/DR
- Three-tier architecture- NexGen Storage, Fusion-IO cards
- MS Windows, SQL Server and dozens of smaller business applications

**SOLUTION:**

Kaminario K2, x TB in production data center

**ADVANTAGES:**

- Sustained reliable high performance
- Management simplicity
- Responsive support
- Data compression

# Swiping for Speed

## BridgePay Satisfies Transaction Performance and More

### Executive Summary

As a provider of specialized payment solutions, BridgePay must deliver consistent, reliable and high-performance transaction services. Milliseconds count. When their aging data storage platform no longer satisfied their performance requirements, BridgePay searched for the best all-flash alternative. They found Kaminario. With its sustained and reliable high-performance, ease of management, and adaptive block capabilities, the Kaminario platform does all they wanted at an affordable price.

### BridgePay Network Solutions

BridgePay Network Solutions is a transaction gateway company specializing in turnkey payment application solutions. Utilizing data security technology and web-based solutions, BridgePay offers merchants and partners a comprehensive suite of payment products that comply with Payment Card Industry (PCI) standards.

BridgePay's broad scope of products provide solutions for card present, mobile commerce and e-commerce environments that include connectivity to domestic and international processors, Automated Clearing House (ACH) providers, and gift and loyalty companies. BridgePay supports multiple integration methods ranging from direct integration to its self-running payment application.

### The Challenge

The nature of BridgePay's business embodies the need for speed and simplicity. Credit card transactions transmit small amounts of data but require maximum possible processing speed. Now, as chip cards have become the norm, transaction lengths have increased. The BridgePay IT team needed to make every effort to maximize the performance of their internal network. They had to comply with strict contractual and security requirements. And any new system needed to fit with their complex database layer sitting on multiple devices.

The team already knew that their existing systems using 15K spinning disks couldn't meet the need. Their software was regularly waiting for data transfers to catch up. So, Flash storage offered a potential solution, but the next question was, which flash platform?



#### IMMEDIATE BENEFITS:

- High-performance database speed improvements down from 7ms to better than .4ms
- Increased speed opens more threads to the DB, eliminating choke points
- Adaptive block processing without performance impact
- Kaminario management simplifies required skills
- Inclusive compression and data encryption
- Responsive Kaminario support

### Examining Options

BridgePay began looking at flash storage options, including products from 3Par, Nimble and others. Although leaning toward the 3Par at first, the team didn't see the advanced all-flash implementation they wanted. "The 3Par was still too much old school technology," said Marshall. "And it was near twice the price."

Their database consultant, Soaring Eagle, recommended that they consider Kaminario. They had experience with its unique architecture engineered for all-flash, and it offered features the team didn't see anywhere else. For example, processing variable block sizes on the fly and without any performance impact promised to fix production problems with wait-times. They could stop coding around pitfalls of a storage device.

**"What we liked about the Kaminario that we didn't see anywhere else is the variable block writing. We can put more on the device, and it's much quicker with reads and writes. The K2 has fixed our production problems."**

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Bill Marshall,  
CTO, BridgePay

**“It’s all about relationships. I regularly recommend Kaminario to colleagues. The sales support is excellent. The technical team answers questions quickly. The support team is smart and responsive. The product is fast, reliable, less costly than competitors – and it substantially outdoes them. I’m proud to be a customer.”**

Bill Marshall,  
CTO, BridgePay



#### 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.

## The Kaminario Solution

The Kaminario all-flash array was an excellent financial choice for BridgePay. But most importantly, it was the right technology to address their requirements on multiple fronts. The K2 delivers the consistent high-performance transaction speeds they require. Variable block processing means versatility and no waiting (in fact at times the hardware now waits for the software to catch up). “Our initial objective was to write 180 bytes in .4ms,” Marshall said. “It’s now surpassed that to the degree that we don’t even bother with measurements anymore. It’s the telephone company. It’s always there.”

## What’s Next

Storage capacity is getting tight, and BridgePay plans to increase Kaminario capacity while adding a second system to their remote site to enhance DR.

## 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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