

**WHO:**

Collective Health, an innovative health benefits company

CHALLENGES:

Creating a reliable HA infrastructure as a flexible foundation for business growth

IT ENVIRONMENT:

Shifting from cloud-based IT to a highly available, highly redundant internal infrastructure

SOLUTION:

Kaminario K2 supporting all on-site application services and virtual server clusters

ADVANTAGES:

- Speed
- Simplicity
- Ease of expansion
- Configuration and management flexibility
- Data replication in minutes

Positioned for Growth

Kaminario provides for the now and the next

Executive Summary

With their innovative business model, Collective Health was experiencing rapid growth. Now they were challenged to scale IT infrastructure to both match and anticipate additional growth. They needed a foundation architecture and smooth scalability that would reliably provide all they needed today and assure all the capabilities they would need in the future.

Collective Health Overview

Collective Health is a San Francisco-based health benefits company focused on changing the way health benefits work. With a diverse team of engineers, designers, actuaries, and operations experts they are building “products that give people the help they need at the moments that matter the most.” With a business heavily reliant on their unique member portal, IT is very engaged in the way services are provided through a solution “only one degree away from end users.” They needed a solid, powerful, and flexible design, positioned for growth.

“The company has more than doubled the number of lives on our platform in the past year and now takes care of 70,000 members from 15 enterprise clients. Since 2015, the Collective Health team has grown by eighty percent to nearly 250 employees and moved our headquarters from San Mateo to San Francisco, California.”

Mike Bowie
Collective Health IT and
Facilities Lead

“Kaminario delivers all the benefits of a modern storage solution without the shackles of legacy iSCSI. It’s just the marketplace adjustment we needed to see.”

Mike Bowie
Collective Health IT and
Facilities Lead



The Challenge

Inspired by personal experiences, the founders of Collective Health set out to solve the complex challenges of health benefits using technology and positive personal solutions. Their customer experience objective was simplicity fostered by a knowledgeable member advocate support team of passionate problem solvers. They provide this through a highly functional and feature-rich portal that brings client benefits together in a single location. The portal includes a powerful mobile app that offers clients the convenience of full access anywhere.

IT services at Collective Health are responsible for designing and operating a robust and reliable high performance IT infrastructure. After nearly three years of rapid growth, simple cloud services and standard IT components were no longer the right tools for the job. When company growth prompted a relocation, it gave IT an opportunity to build out a fresh infrastructure from the ground up. That new environment needed to securely address user challenges while assuring high availability, flexibility, and scalability.

“Having used typical, traditional systems in the past, they haven’t substantially evolved over time. Their management is often difficult, and upgrade cycles aren’t a great IT experience. When I heard that a colleague had gone to Kaminario, that provided an opportunity to look beyond standard solutions and consider a complete flash-based storage solutions.”

Mike Bowie
Collective Health IT and
Facilities Lead

IMMEDIATE BENEFITS:

- Storage compression for medical images at 4:1
- Scale-up, scale-out enables unconstrained development infrastructure growth
- Data management coherence across the infrastructure stack
- No performance constraints to limit growth
- Kaminario flexibility in support of successful user experiences

The Solution

Having the opportunity to build out a new infrastructure from scratch is an exciting and demanding challenge for any IT leader. Choices centered on the selection of core products that Collective Health could be confident about sticking with for the long term; products that would grow with them. Kaminario satisfied the requirements for simplicity of management, advanced product architecture, and the company coherence they wanted. "In some respects, Kaminario parallels in technology the approach we take to healthcare," Bowie said. "It's a complete rethinking of storage that is powerful, flexible, and simple."

What's Next

Collective Health is positioned for growth, and with Kaminario's K2 integral to their IT architecture, they know scaling up and out is very straightforward. When the next wave of new members join in January, they'll be ready.

"The opportunity to move beyond standard solutions meant that we no longer have to make difficult decisions about how we prioritize storage for any given application. We know that Kaminario all-flash will provide a solid base of infrastructure that we can build on for the future, including all the performance we will need. It means we can spend our time on things that are more meaningful for an IT team."

Mike Bowie
Collective Health IT and
Facilities Lead



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

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