

**WHO:**

Blount is an international manufacturer of equipment and parts

**CHALLENGES:**

- Slow SAP applications response
- Need for scalable storage
- Requirements for SAP HANA storage certification
- Sluggish Microsoft applications

**IT ENVIRONMENT:**

Two Colo data centers, one production, one DR/backup, Dell & HP servers, Fibre channel SAN, Cisco networking, extensive WAN, 95% virtualized - VMware, Enterprise SAP manufacturing applications, MS SQL, Office, Zerto for backup

**SOLUTION:**

Kaminario K2, in each data center

**ADVANTAGES:**

- All-flash performance
- Smooth capacity growth
- SAP HANA certification

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# The Complete Package

## K2 provides speed, capacity, and SAP HANA certification

### Executive Summary

Based in Portland Oregon, Blount International is a diversified equipment and parts manufacturer. With 4000 employees operating from 25 worldwide locations, their high-performance database applications are critical for efficient business operations. However, essential databases were beginning to experience serious slowdowns. Processes were running too long. Hybrid storage arrays couldn't keep pace with business demands and the transition to SAP HANA was on the horizon. The addition of Kaminario K2 all-flash storage arrays easily resolved their capacity and performance problems with a future-ready platform.

### Blount International Overview

Blount International, Inc. is a global manufacturer and marketer of replacement parts, equipment, and accessories for the forestry, agriculture; and concrete cutting and finishing markets. Blount sells its products in more than 110 countries around the world.

Blount is the market leader in manufacturing saw chain and guide bars for chainsaws. They also manufacture parts for the garden, landscape and construction industries including log splitters, concrete chain saws and diamond chain, which has revolutionized concrete cutting.

“The obvious advantage with a flash array is speed. We also needed more capacity and an easy path to further expansion. And we needed SAP HANA certification. Kaminario gave us all three, with a competitive price, and a great working relationship.”

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Chris Simons,  
IT Infrastructure Manager

“Kaminario technology is easily better than the competition in design, scalability, and ease of use. The overall K2 price/performance is impressive. Add a super relationship – candid, honest, responsive – and there’s no reason to go elsewhere.”

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Chris Simons,  
IT Infrastructure Manager

#### IMMEDIATE BENEFITS:

- Performance increased for SAP and all other applications
- SAP Currency Conversion operation reduced from 5 days to 3.5 hrs.
- DB restores in ten minutes, down from five hours
- Non-disruptive scale-up, scale-out
- Simplified management
- Assured seven-year maintenance pricing & guaranteed drive replacement
- Power is 120v compatible



## The Challenge

SAP enterprise applications run Blount’s core business. As the databases grew, process times extended. Development teams encountered excessive operational delays. Applications were sluggish. One currency conversion operation regularly stretched for five days. Their hybrid storage arrays just couldn’t keep up. In addition, storage capacity had nearly run out. Their expected transition to SAP HANA would require storage certification that placed added urgency on changing their storage infrastructure.

## Examining Options

The Blount team had specific requirements for their replacement storage systems. The basics revolved around performance and capacity. They knew flash arrays could provide that. But they also wanted storage designed from the start as an all-flash array. That meant an architecture which would take advantage of all-flash technology with all the potential designed in.

After touring the storage vendors exhibiting at VMworld, followed up by a round of on-line research and POC reviews, Blount picked EMC XtremIO, Pure and Kaminario arrays for a closer look. Beyond the obvious, they evaluated proprietary hardware, guarantees, long-term maintenance pricing, replication options, and availability of a 120v power option.

**“People had come to expect slow applications because they were accustomed to it. When K2 started doing its job, it left lots of people smiling.”**

Luke Weintz,  
Network Systems Engineer

## The Solution

Blount selected Kaminario all-flash K2 array because it offered more than increased performance. The K2 provided an easy capacity upgrade, compression, deduplication, guaranteed capacity and replication options, all-in for a competitive price. They had direct assurance that HANA certification would be complete by year’s end – and it was. And they had a time-saving bonus; “The SAP team can refresh their landscape now in a few hours where it used to take two or three days,” said Weintz. “A database restore that took five or six hours is now done in ten minutes using K2 snaps. Yes, we increased performance. We also gained time.”

## What’s Next

Blount is starting to plan for a new data center and anticipates a K2 enabled transition to SAP HANA.



### 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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