

**WHO:**

Payoneer, a global payment company

**CHALLENGES:**

Effective storage scalability of both performance, and capacity

**IT ENVIRONMENT:**

BI, OLTP, VMWare, the MSSQL and MongoDB with High performance, Private Cloud

**SOLUTION:**

Kaminario K2 all-flash storage arrays at primary and secondary sites

**BENEFITS:**

- Sub-millisecond latency
- Savings in space, energy
- Operational simplicity
- Ease of performance and capacity scalability

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# Growth, Scalability, Performance, & Cost

## K2's future-looking architecture supporting global payments platform

### Executive Summary

Payoneer delivers a cross-border payments platform for international money transfers in 150 currencies, serving four million users. Business was growing rapidly. Their commitment to all users was a platform with absolute high performance and scalability. That meant reliance on a storage platform that could easily scale up and out. They chose Kaminario K2 all-flash storage. The result was sub-millisecond response times, simple capacity expansion, competitive cost and ease of operation. The K2 all-flash storage provided the solid foundation they needed to sustain both business growth and customer satisfaction.

### Payoneer Overview

Payoneer is a payment company that enables global commerce by connecting businesses, professionals, countries and currencies with its innovative cross-border payments platform. In a borderless digital world, Payoneer enables millions of businesses and professionals from more than 200 countries by facilitating seamless, cross-border payments. Offering a complete suite of services for all aspects of global payments, Payoneer's customers include more than 2000 leading global companies.

“Kaminario was very easy to install. It's also easy to operate and maintain. Scalability is simple and non-disruptive. We're getting excellent services that anticipate our needs. And we've gained the performance and flexibility we need for growth.”

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Yaron Weiss,  
VP IT Operations,  
Payoneer



#### IMMEDIATE BENEFITS:

- Consistent performance and -1ms latency regardless of load
- BI performance ranging from 50 to 90% improvement
  - BI Dashboards refresh in less than 3 seconds down from 30 seconds
  - BI Daily process reduced to ~20 minutes, down from 40 minutes
  - BI weekly process reduced to ~4 hours down from 8.5 hours
- Snapshots for data protection and Test/Dev with no performance impacts on production
- Installed, up and running in under 5 hours
- Reduced data center footprint expenses

## The Challenge

It was a good thing - Payoneer was growing at a tremendous rate. However, from a technical perspective, their promise to customers was a complete, responsive suite of services to manage all aspects of global payments. And that assurance included high performance and scalability. Unmatched performance. Unlimited scalability. Now, with their rapid growth, capacity requirements were doubling every six months. Promised scalability - to any number of payees or transaction volume - had become a challenge.

There were other challenges as well. Payoneer was running on multiple storage platforms because none alone could handle their mixed workload - BI, OLTP, VMWare, the MSSQL DB and MongoDB with high-performance requirements. The entire implementation was too complicated, and the complexity would only worsen without a change in course.

## Examining Options

It was clear that explosive growth meant Payoneer needed a storage infrastructure that could scale on-demand. They needed to enhance performance and expand capacity without disrupting customer service. So, they created a new set of benchmarks to guide evaluation of a new solution:

- Scalability
- Performance to Application SLAs
- Service and Support
- Ease of use
- Foot Print
- Pricing

**“We were looking for an all-flash storage platform that could deliver mixed workload performance for business intelligence, transaction processing, and NoSQL workloads. We chose Kaminario because it supports our data center strategy. We gain tremendous value from Kaminario’s scalability model. Now, we can continue to grow capacity while ensuring consistent sub-1ms latency without ever doing a forklift upgrade. That’s an immense advantage.”**

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Yaron Weiss,  
VP IT Operations,  
Payoneer

## The Solution

After a general look at several potential vendors, Payoneer decided on proof of concept (POC) trials for EMC- XtremIO and Kaminario. Immediately, the Kaminario began to prove itself with the simplicity of operation - no sizing, no tuning, no configuration - and an installation time under 5 hours. “We could quickly see that the K2 was what we were looking for,” said Weiss. “It provided the scalability and performance we wanted, and, unlike our existing systems, daily snapshots no longer slowed performance.” The K2 tested favorably across every element of Payoneer’s evaluation guide, including service, support, footprint, and pricing.

Payoneer chose Kaminario based upon the very positive results they observed in the successful POC, including:

- Consistent sub-millisecond latency for any mixed workload - OLTP / OLAP
- High throughput utilization of adaptive block size
- Responsive services, including advanced proactive maintenance
- Ease of use - no sizing, no tuning, no configuration
- Scalability: both Scale-up and Scale-out
- Snapshots without performance impact
- A great sales team and professional services experience

Payoneer implemented Kaminario K2 all-flash storage to support their projected business growth. They started small, with installations in both Israel and New York data centers, but in just a few months they were scaling up for more performance and capacity in both locations.

## What’s Next

Gradually all-flash storage applied to every purpose and application across the business.



### 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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