

Victorinox has found the optimal storage solution for its VDI environment. Pure Storage FlashArray™ all-flash arrays impressed Victorinox with their quick installation and ease of use, as well as their high performance, stability, and reliability in demanding work environments. Today, Victorinox's VDI infrastructure performs much better and with greater system reliability than its previous storage solution. This increased efficiency helps the company meet the demanding requirements of its business operations and continued growth.



VICTORINOX

BUSINESS TRANSFORMATION

The new storage system has resulted in a 20 percent faster response speed when accessing the ERP system. Thanks to its architectural advantages and highly efficient data reduction, Victorinox can meet current requirements in a lean and cost-efficient manner, as well as react effectively and agilely to future business requirements. Additionally, the Pure Evergreen™ Storage model protects investments to a great degree, and enables huge savings in full-cost accounting over several years.

GEO

Switzerland

INDUSTRY

Manufacturing

“Pure Storage’s spot in the upper right corner of Gartner’s Magic Quadrant shows that the company is a market leader. We were particularly impressed by their innovativeness.”

Victorinox

VICTORINOX ENHANCES ITS STORAGE SYSTEM IN PREPARATION FOR CONTINUED GROWTH

Victorinox AG’s history goes back more than 130 years. Today, the global company employs more than 2,100 people worldwide, 1,250 of them in Switzerland, and 950 of these at their headquarters in Ibach, in the Canton of Schwyz. The independent family business operates in five product categories: pocket knives, kitchen knives, watches, luggage, and perfumes. Victorinox’s products guarantee the highest standards in every aspect. The company is also known for its sustainable corporate culture and its exemplary commitment to the environment.

Victorinox’s ERP system plays an essential role in the company’s IT environment, accounting for about 80 percent of its users. Working with business-critical data requires maximum uptime, performance, and agility. It was particularly in the area of performance, however, that problems increasingly arose in the past. Application response times — and the IT systems in general — proved to be too slow, with delays that hindered the users’ work.

At the same time, the company was busy managing growth, as production and sales had increased. Transaction volume had tripled in the approximately ten years since 2007; more countries, and thus more users, had to be integrated. The ERP system needed to deliver more power — but it was already stretched to its limits due to inadequate storage capacity and performance.

PURE STORAGE FACILITATES STORAGE MODERNIZATION

As no further optimization was possible from the software side, Victorinox invested extensively in upgrading its hardware landscape. 2009 also marked the transition from AS/400 to Windows Server. A new storage capacity level was called for every three years. Meanwhile, Victorinox had switched to a 100 percent virtualized system, based on Microsoft Hyper-V and the V8 engine.

The biggest revamp of the storage system was on the agenda for 2016. The previous hybrid system was to be replaced by an efficient, modern solution based on all-flash arrays. “We’d already had a brief experience with flash storage before, utilizing flash storage capacity for one year just for the ERP database in order to satisfy the power-hungriness of the ERP system. But that was just an interim solution with a no-name product. For the definitive switch to all-flash storage on a large scale, we wanted to have a bigger company behind it,” said an IT manager from Victorinox.

COMPANY:

Victorinox
www.victorinox.com

USE CASE:

- Virtualization – Microsoft® HyperV®
- Database – Microsoft SQL Server®
- ERP – Comarch ERP Enterprise

CHALLENGES:

- Overload and performance problems with previous storage solution hindered work.
- ERP system's power requirements are high.
- The company needed to adapt its storage resources for business growth.

IT TRANSFORMATION:

- Data reduction ratio reached 3.2:1 for all workloads including VDI and SQL; providing 20 percent faster user access.
- Easy-to-use storage environment required no outside assistance or additional software.
- Higher virtualization engine throughput was achieved as predicted.
- Significant time was saved when performing maintenance and booting the virtualized environment.

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Victorinox's project leaders consulted with independent outside experts, together with whom they started to evaluate potential solutions. Out of nine initial offers from different vendors, a shortlist of three soon emerged. Ultimately, Pure Storage won out — despite what would seem to have been, at first glance, the most expensive proposal.

PURE PROVIDES SUPERIOR LONG-TERM ROI

“After carrying forward their calculations, the experts we had brought in concluded that the Pure Storage solution was the most cost-effective over a life cycle of five years — it did not require any additional software and it could be managed by our own people. And they had another strategic advantage with regard to our big upcoming IT project: We were already familiar with Pure's highly experienced implementation partner, Keynet, so we wouldn't need to build any new relationships here.”

Working with these two outside parties — Pure Storage and Keynet — proved to be excellent and efficient. Victorinox's project leaders were also impressed by the simplicity of the Pure Storage solution. “We wouldn't have imagined that the system could be installed and implemented so quickly.”

And Pure Storage support also turned out to be excellent — from the very beginning. “We were able to talk to Pure Storage experts right at the start, and we didn't have to explain everything multiple times. After the consultation, we quickly realized exactly what we needed and what we didn't. That's how we got the right system for our business needs. Our previous system, by contrast, did not meet our requirements.”

Implemented in September 2016, the all-flash system comprises two FlashArray//M20s with 2 x 20 TB raw capacity each. Thanks to deduplication and compression, 2 x 70 terabytes of data can be stored, with data reduction of 3.2:1. This occurs without any negative effect on performance — quite the contrary. The storage system is attached to a homogeneous Microsoft environment, including servers and SQL database.

SUPERIOR APPLICATION PERFORMANCE, WITH SIMPLIFIED MANAGEMENT

Added Victorinox, “Our goal is to operate a lean IT system — it should run on its own, without bells and whistles. And the same is true for Pure Storage. That's the simplicity we love so much.”

The new storage system resulted in a 20 percent faster response speed when accessing data and applications. Now, users are no longer slowed down — such complaints are almost never entered in the ticketing system anymore. The IT department can also sense the increased speed when performing maintenance and booting the virtualized environment — it has been noted that these happen significantly faster. Working hours on Sundays, when maintenance is performed, have thus been reduced.

Pure Storage and Keynet have stuck to the timeline for the implementation of the project. The expectations of Victorinox's IT managers have been fully met: “We are a very satisfied customer. We were particularly impressed by their innovativeness. Pure Storage's spot in the upper right corner of Gartner's Magic Quadrant shows that the company is a market leader — and they don't work with legacy systems, so there's no mix of old and new systems. Other providers need to keep on maintaining the compatibility of old systems.”

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The cost savings from switching to the all-flash solution cannot yet be quantified at the moment. With the Pure Evergreen™ Storage model, though, the storage capacity already purchased will no longer need to be re-purchased at generational upgrades. Pure Storage will supply new hardware after three years as part of a simple maintenance renewal. This protects the initial investment to a great degree, and will complete the change from a CapEx model to an OpEx model. The desired medium-term savings will become tangible by then, at the latest.

Victorinox, in fact, intends to augment its all-flash system even further soon. As the company continues to grow, it has already become clear that they will need to upgrade their storage capacity in the foreseeable future. New locations around the world will need to be linked to the company’s headquarters.



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