Eosys Chooses Hitachi Solutions to Provide Cloud Services to Small and Medium Enterprises

For Milan-based Eosys Consulting Srl (Eosys), which specializes in information system security and availability for companies and government agencies that use internetworking services, the time was right to offer cloud services. The company selected solutions from Hitachi Data Systems to offer its customers cloud computing services with the best performance, while ensuring reliability, flexibility and productivity. Hitachi Compute Blade and Hitachi modular storage were key to delivering the features Eosys needed.

Eosys Expands From Local to International Solutions

Founded as a small local company, Eosys has gradually expanded by gaining major information system infrastructure contracts for government agencies and large institutions in Italy. It has also worked with major telecommunications companies for projects beyond the national borders. By taking advantage of its core business expertise, Eosys has met growing market demand. It has also sought to expand its product range by providing its customers with innovative, cloud-oriented solutions targeted primarily at small and medium-sized companies. For this, Eosys has had to deploy an appropriate infrastructure within its server farm. This infrastructure consists of high-performance components that offer flexibility, reliability and ease of management, and it is fully integrated with the company’s services. Eosys offers a full range of products and services designed to assist companies that are exposed to risks of unauthorized corporate network access and have problems with reliability, management and uptime.

Eosys Consulting Srl

INDUSTRY
Services: Information System Security

SOLUTIONS
Modular Storage, Compute Platform

HARDWARE
Hitachi Compute Blade 520A and 2000

SOFTWARE
Hitachi Dynamic Provisioning

SERVICES
Customized Professional Services provided by Hitachi Data Systems Global Services

Benefits at a Glance
- 30% reduction in total cost of ownership.
- Support for new cloud services.
- Improved storage capacity usage.
- Power and resource savings.
The Hitachi Data Systems Decision

Eosys evaluated systems offered by some of the leading specialized vendors. It selected Hitachi as the only supplier capable of providing a complete cloud-enabled solution for all infrastructure levels that the company sought to offer its customers: networking, computing and storage. Eosys has recognized Hitachi Data Systems as the ideal partner for helping small and medium-sized companies focus on cloud computing solutions. This had to do not only with the quality and performance of HDS cloud-enabled solutions, but also with the ease and speed with which they can be deployed to create infrastructure that is automated, customized and designed for growth.

A Customized Converged Solution

To create a cloud-dedicated area within the Eosys server farm, HDS developed and deployed a customized converged solution. The solution includes Ethernet networking and storage networking equipment, midrange storage and X86 blade servers, with Hitachi Compute Blade 520A and Compute Blade 2000. It enables the running of even the most demanding workloads. By combining the typical advantages of Hitachi Converged Platforms, it delivers predictable, repeatable and reliable results with pretested reference architectures, in addition to simplified and centralized storage management.

The solution allows creation and more rapid deployment of an infrastructure that offers greater productivity and unprecedented configuration flexibility thanks to the hybrid I/O architecture of Hitachi Compute Blade. Hitachi professionals worked with Eosys at all stages of deployment. They provided all the resources and professional services required to best integrate all network levels and all equipment involved in the solution.

“"The entire team of HDS professionals, from presales to sales, all the way to technical support, has been extremely flexible and helpful. They worked with us to customize our offering, taking into account the specific needs of our main customers.”

Paolo Pezzoni
President
Eosys

Reduced Cost of Ownership and Improved Performance

Thanks to the capabilities of Hitachi Dynamic Provisioning (HDP), EOSYS was able to enhance storage capacity utilization and minimize costs by allowing virtual disk storage to be allocated based on future application requirements.

The Compute Blade solutions offered by Hitachi have proved ideal for the needs of Eosys, integrating network, power and server resources in a single solution that is flexible and efficient. Hitachi Compute Blade 2000 is an enterprise-class platform that, thanks to a balanced system architecture, eliminates performance and productivity bottlenecks, while ensuring unmatched configuration flexibility. It integrates power, network and server resources within a single, efficient solution in terms of space. Compute Blade 2000 combines the traditional benefits of blade technology with high-end features for mission-critical data center applications and for cloud applications. Its flexible I/O and LPAR virtualization allow configurations to be customized for all applications, with the ability to dynamically adapt to changing workload demands.
Hitachi Compute Blade 2000 extends the benefits of logical partitioning to new areas of the corporate data center, including mission-critical application and database servers, with minimal cost and maximum simplicity.

New Infrastructure, New Savings

The new infrastructure built by Hitachi Data Systems for Eosys has been fully operational for several months, and the company has already seen major savings in power and dedicated resources. “We are completely satisfied with the infrastructure created by Hitachi Data Systems, and we have already seen a 30% reduction in total cost of ownership compared with previous architectures,” says Pezzoni.

The efficiency of converged solutions from Hitachi Data Systems in the new Eosys server farm helped Eosys to offer new cloud services to dozens of small and medium-sized companies. These organizations have been able to rely on cloud services to reduce fixed costs, ensure data availability, and increase the flexibility and scalability of resources with a view to service.

“Eosys’s goal for the coming year is to enter a huge market with enormous growth prospects. Future e-government applications and the spread of information technology are increasing the need for government organizations and private companies to outsource security and availability,” Pezzoni concludes.