

Customer Success Story – The US Air Force

Customer Background

The U.S. Air Force avoided the cost and effort of deploying traditional storage for its virtual desktop infrastructure (VDI) and virtualized internal applications using Maxta Hyperconvergence Software and VMware.

John Potter at Lackland Air Force Base recently evaluated Maxta, VMware vSAN and Nutanix for his squadron's data center. The squadron provides training infrastructure and tools for other groups in the Air Force. He chose Maxta because it let him use his existing Dell hardware, pool storage across the servers and present it as shared storage – and provided better resiliency against hardware failures and stronger storage management than vSAN.

Why Maxta Won

This was a great example of why a software-based hyperconverged solution is ideal. The Air Force had Dell servers under maintenance for the next few years, but they wanted to add additional servers and hyperconverged storage to support growth projects including VDI, so they wanted to leverage existing hardware.

That eliminated appliance vendors like Nutanix from bidding and left their decision to vSAN vs. Maxta. After an extensive hosted POC last fall where they deployed a Horizon 7 infrastructure to test features and performance, they ultimately chose Maxta because of the additional capabilities around storage management and the resiliency of the platform in the event of hardware failure, and lower overall cost.

The Maxta Solution

Maxta Hyperconvergence software gives IT the freedom to choose servers and hypervisors, scale storage independent of compute, and run mixed workloads on the same cluster. Unlike traditional storage, with Maxta, IT can manage VMs, not storage. And there's no vendor lock-in or expensive, lift-and-shift storage refreshes. Maxta's application-centric architecture assures availability and performance, while reducing infrastructure costs by up to 70 percent for the software-defined datacenter. Maxta also powers infrastructure for Driscoll's, American Fidelity, and Lenovo among others.



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Customer challenges

- Existing shared storage too expensive, slow for virtualization
- Running virtual machines (VMs) on local disks meant high risk of downtime
- Wanted to use existing servers, not deploy costly appliances
- Had to dedicate hosts to specific applications

Outcome with Maxta

- Avoided cost of additional storage with hyperconvergence software
- Can now use full set of VMware features for availability: HA, DRS, etc.
- Leveraged existing Dell servers with minimal additional investment
- Planned deployment of 20 to 30 hosts running mixed workloads across 2 clusters

Customer environment

- Dell R720 and R730 Servers
- 200 TB+ of storage
- A mix of up to 1,000 server and workstation VMs
- 100 to 150 VMware Horizon 7 virtual desktops
- Military training environments, including core infrastructure