



## *Cirrity keeps customers running by improving data recovery times by 55% with Cisco UCS servers*

### *Cirrity:*

Partner: Cisco Powered  
Industry: IT service provider  
Location: Atlanta, Georgia  
United States

### *Solutions*

- Standardized on Cisco UCS® servers to improve reliability, security, and manageability
- Cisco UCS C3160 unites compute and storage for high density, capacity, and scalability at a cost-effective price point

### *For More Information*

For more information about the Cisco UCS Servers, visit <http://www.cisco.com/go/ucs>

Cirrity delivers cloud services that organizations need to perform with confidence. Its offerings include desktop as a service, infrastructure as a service, and backup and disaster recovery as a service. Cirrity often runs critical applications that are essential to keeping organizations running. As a result, the company focuses on systems offering high performance, high security, and high reliability.

#### **Challenge: growing data and availability needs**

No matter what the industry, businesses and organizations are storing, processing, and analyzing more data than ever. As data flowing through cloud infrastructure continues to rise, Cirrity started looking for solutions that would improve performance while keeping costs competitive for customers.

“We’re always exploring ways we can develop new services and improve existing ones,” says Dan Timko, President and CTO at Cirrity. “Our compute and storage solutions weren’t delivering the reliability that we wanted for our customers. Many of our customers rely on our solutions to keep their desktops, applications, or databases

up and running; any slowdowns on our end affect their businesses and their bottom lines.”

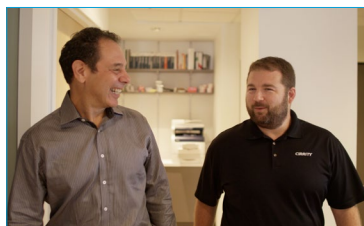
#### **Migrating to Cisco UCS**

Cirrity migrated to a platform standardized around Cisco UCS servers for compute. Cisco UCS servers are built to handle data-intensive, virtualized workloads, making them ideal for desktop and infrastructure as a service. Cisco UCS B200 Blade Servers are especially flexible and scalable, meaning Cirrity can expand capacity quickly by simply plugging a new blade into the chassis—no additional connections required. This architecture reduces the time and cost needed to expand the data center, so Cirrity can support a growing customer base.

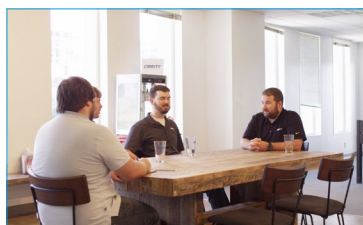
Cisco UCS Manager gives Cirrity visibility into the entire data center from a single interface. By using pre-defined profiles, Cirrity can provision and configure equipment with just a few clicks, reducing total cost of ownership and simplifying daily operations.

“Standardizing on Cisco makes operations efficient and easy to implement,” says Brandon Griggs, Senior Systems Engineer

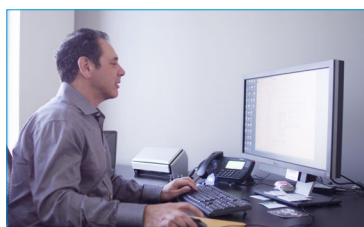
*With Cisco solutions, Cirrity:*



Improves data restoration times by 55%



Reduces cost per gigabyte by 44%



Adjusts workloads to reduce traffic flows by 66%

at Cirrity. “We don’t have to train on a lot of different systems, so it’s easier to stay on top of the environment even as it continues to grow.”

**Uniting powerful compute and storage**

For Cirrity’s mission-critical services, compute power isn’t the only requirement. The compute power must work together with reliable and efficient storage to deliver fast analytics, reports, and backups.

Cisco UCS C3160 Servers combine the high-throughput performance of Cisco UCS servers with high-density storage. By moving backup and disaster recovery operations off of SAN storage and onto Cisco® storage-optimized servers, Cirrity reduced traffic by 66 percent, which improves performance and availability across the data center.

Cirrity manages its backup and recovery service with Veeam solutions. By running industry-leading Veeam software on reliable Cisco solutions, Cirrity can provide faster recovery for customers’ mission-critical environments.

“Processing backups and disaster recovery locally in a single node reduces recovery times, and customers have noticed the difference,” says Timko. “We’ve reduced restore times by 55 percent, which helps us keep businesses running.”

**Competitive prices with simplified infrastructure**

Combining storage and compute into a single node simplifies infrastructure, improving scalability and reducing costs. Increasing capacity is as simple as adding another Cisco C3160 server to the network. Each unit has a greater storage capacity compared to previous storage units, so Cirrity can handle larger workloads in a smaller footprint.

“We’ve reduced the cost per gigabyte by 44 percent, and we’re passing the savings along to the customer,” says Timko. “By managing services more cost effectively, we’re more competitive than ever while maintaining our margins. This has helped us increase sales, particularly with backup as a service, which has become a top-selling service.”

**Assurance of Cisco powered infrastructure**

With cloud services built on Cisco validated architectures and standards, Cirrity has achieved the Cisco Powered designation. Third-party audits help ensure that the architecture is reliable and secure, giving customers confidence in the cloud services that they receive from Cirrity. “Cisco servers are built around the features that we value: reliability, availability, manageability, and performance. We’ve been happy to work with Cisco for so many years,” says Timko.

*Products and Services*

**Unified Computing**

- Cisco C3160 Rack Server
- Cisco UCS B200 M3 Blade Server
- Cisco UCS C Series Rack Servers
- Cisco UCS Manager

**Storage**

- Tintri Flash Storage

**Data Protection**

- Veeam

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**Dan Timko**  
President and CTO, Cirrity

#### What’s next

Cirrity plans to incorporate more virtualization for greater flexibility and the capacity to support additional services. One service that will be launching soon is instant recovery. “By powering virtual machines off of the storage backup while migrating the backup into the production environment, we can reduce recovery times to minutes,” says Jonathan Lota, Cloud Engineer at Cirrity. “Fast storage is essential for instant recovery, which makes Cisco UCS the key to making it work. We couldn’t have developed this service without Cisco.”



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