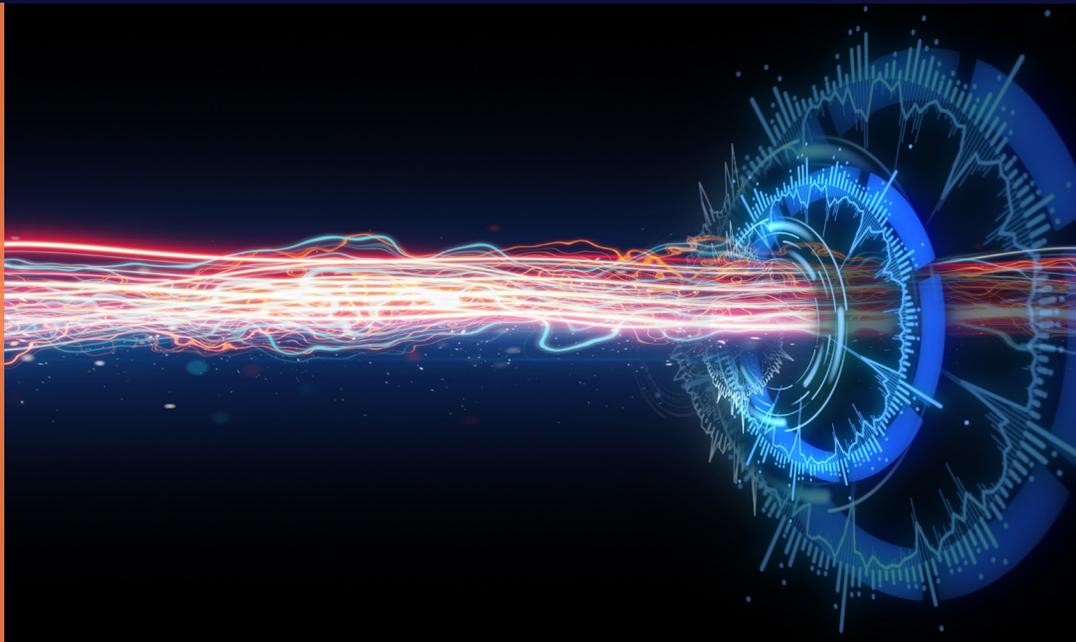


*"This is the best tool I've found for iSCSI to Fibre Channel data migration. The entire migration experience was made easy and quick with a fantastic level of service and professionalism provided."*  
-- Storage Specialist



## THE CHALLENGE

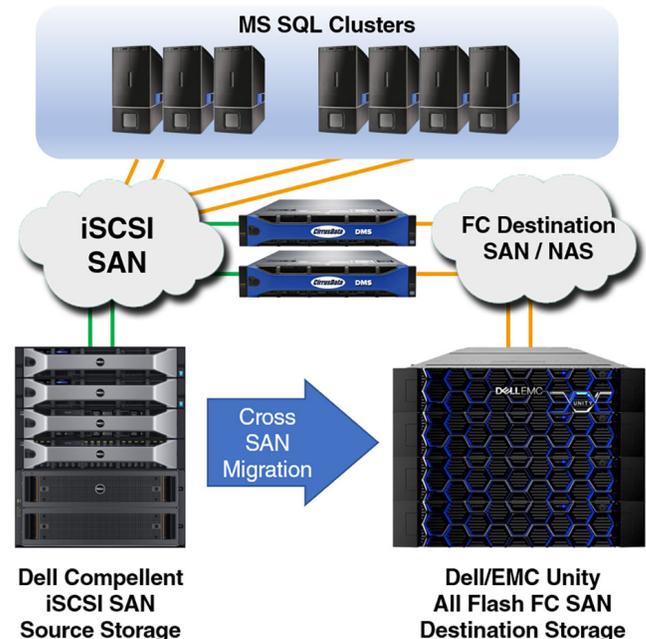
A US-based energy delivery and construction materials group serving over a million customers was looking to replace its Dell Compellent iSCSI storage array and move to a new Dell Unity fibre channel array as its aging storage was reaching end-of-maintenance and end-of-life status. The company had engaged with a Cirrus Data partner to perform the migration from the old storage to the new storage, and the partner recommended Cirrus Data's DMS as the best tool for the migration.

The company was eager to take advantage of the vastly improved performance of the Dell Unity storage, as it had a number of critical SQL databases running on multi-node clusters and were looking to improve the speed of their business analytics processing.

With its current storage reaching EOL, the company was under a time crunch to get all its data migrated and would be cutting over to the new storage during a weekly maintenance window.

## THE SOLUTION

When the appliances arrived onsite, the customer installed the DMS appliances at the data center during scheduled weekend activity. The data migration process was expected to take several weeks, but the migration of all data was completed ahead of schedule. As expected,



all applications were cutover to the new storage quickly and with no data integrity or application issues. The company noted that there was no impact to production workflows or processes during migration, and that the DMS appliances were easy to install and configure in its environment. From start to finish, the entire data migration process - including DMS insertion, data migration, and final cutover - was accomplished within one week.

## QUICK FACTS

### Customer Type

US-based Energy Delivery & Construction Materials Group

### Source Storage

Dell Compellent (iSCSI)

### Target Storage

Dell/EMC Unity FC All-Flash Array

### Number of Hosts

Multiple multi-node Clusters

### Host Applications

MS SQL Clusters

### Replication Type

Local

### Number of DMS and model

2 DMS8000's

### Insertion Method

Path Insertion

## CHALLENGES

- A non-disruptive deployment block migration
- Limited insertion and migration windows
- Minimum impact on production performance
- Migration solution must migrate from FC iSCSI Source Storage to FC Destination

## SOLUTION

- DMS 8000 physically inserted with zero downtime
- DMS iQoS used to reduce or eliminate any impact to production environment
- Block migration can be conducted across SANs, from iSCSI to FC storage

## RESULTS

- DMS performed flawlessly
- DMS migration was performed with no impact to production
- Project completed ahead of schedule - insertion, migration, and cutover completed by the second weekend
- Customer praised the simplicity of the DMS solution

---

## ABOUT CIRRUS DATA

Cirrus Data Solutions Inc. (CDS) is a leading technology provider of next-generation solutions for data migration, data acceleration, and data protection. The company distributes its solutions through systems integrators, managed service providers, channel resellers, and partners including HPE, IBM, Dell/EMC, Insight, Pure Storage, Infinidat, Align, SHI, ePlus, Computacenter, Mainline, Sirius, WWT and many others. CDS is headquartered in Syosset, New York and has offices located in Dublin, Ireland, and Nanjing with sales and support offices in Boston and Chicago.

For more information, visit CDS online at [www.cirrusdata.com](http://www.cirrusdata.com).

### Cirrus Data USA

6800 Jericho Turnpike Suite 213W  
Syosset, NY 11791

### EMEA Headquarters

Unit 20A, Greenhills Industrial Estate  
Greenhills Road, Dublin D12 E832  
IRELAND

Website: <https://www.cirrusdata.com>

Email: [info@cirrusdata.com](mailto:info@cirrusdata.com)