



Case Study TWT

Summary e schema progetto





TWWT

- Born in 1995 as a Telecommunication Company
- B2B target in the Enterprise market segment
- integrated, innovative TLC and ICT “turnkey” solutions
- Support customers in the digital transformation journey thanks to solid skills, advanced solutions and continuous research and development competencies
- Xxx employees, yyy in the R&D department
- Dedicated Customer Service, 24/7 Help Desk service
- Offering for wholesale Partners

Complete and «turnkey» portfolio

ICT Services

- CLOUD
- UNIFIED COMMUNICATION & COLLABORATION
- DATA CENTER
- STORAGE

TLC Services

- CONNECTIVITY
- VOICE SERVICES

FAST, SIMPLE, FLEXIBLE, BOLD, COMPETITIVE, INNOVATIVE

Business Needs & IT Transformation journey

- TWT clients asks for new Enterprise-grade Data Centre and Cloud Services ontop of existing Communication and Voice Services

- Today storage solutions do not meet new requirements to go “big and fast” with higher availability

- TWT wants to expand customer base focusing on Enterprise Market that typically request higher level SLA, High Availability services, cloud services and strong International footprint

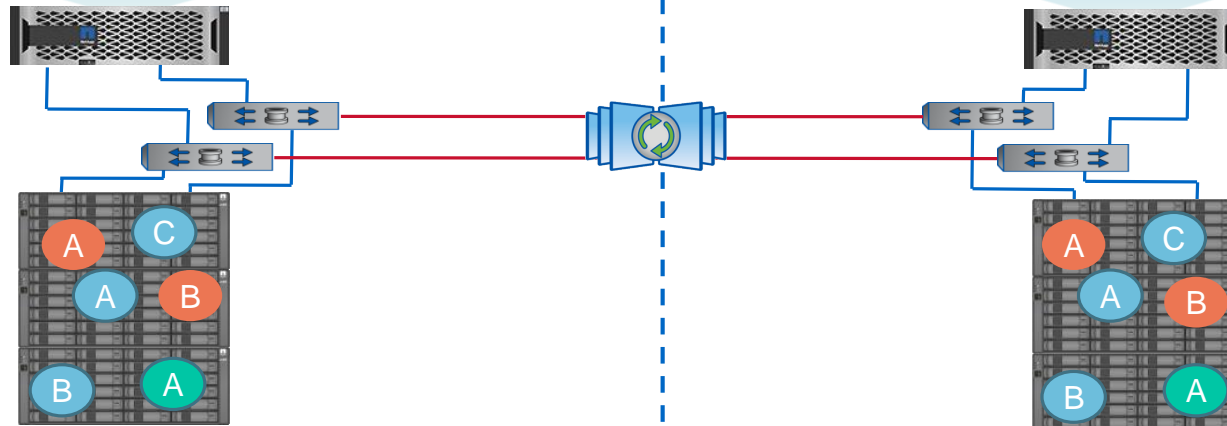
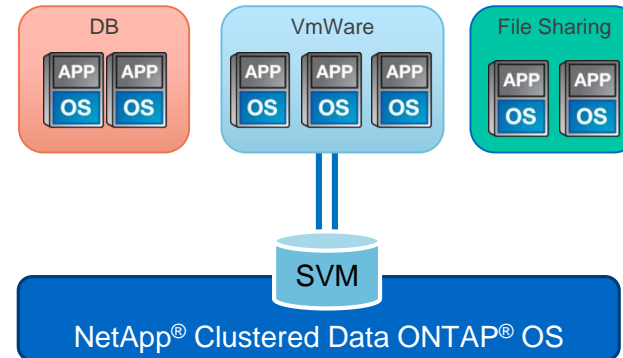
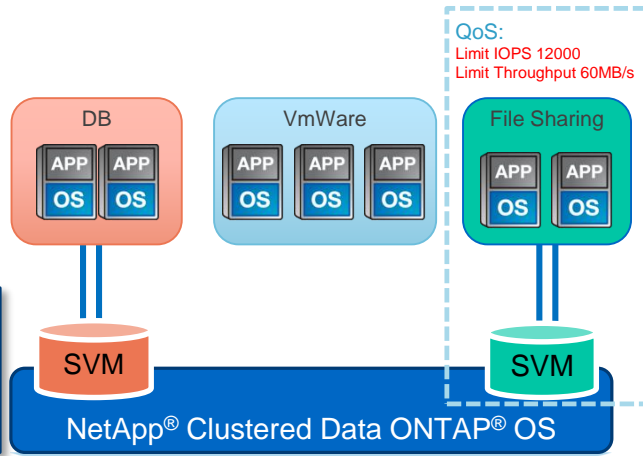
- Enable wide and innovative ICT Service portfolio
- Reduce operations costs
- Consolidate, refresh and transform
- Be more agile
- Improve replication services and enable business continuity portfolio
- Enable new test & dev models

Existing IT infrastructure is becoming old, with limited performance and scalability

NetApp Metrocluster

Sito A

Sito B



- Storage Virtual Machine per creare ambienti storage isolati e Multi-Tenant

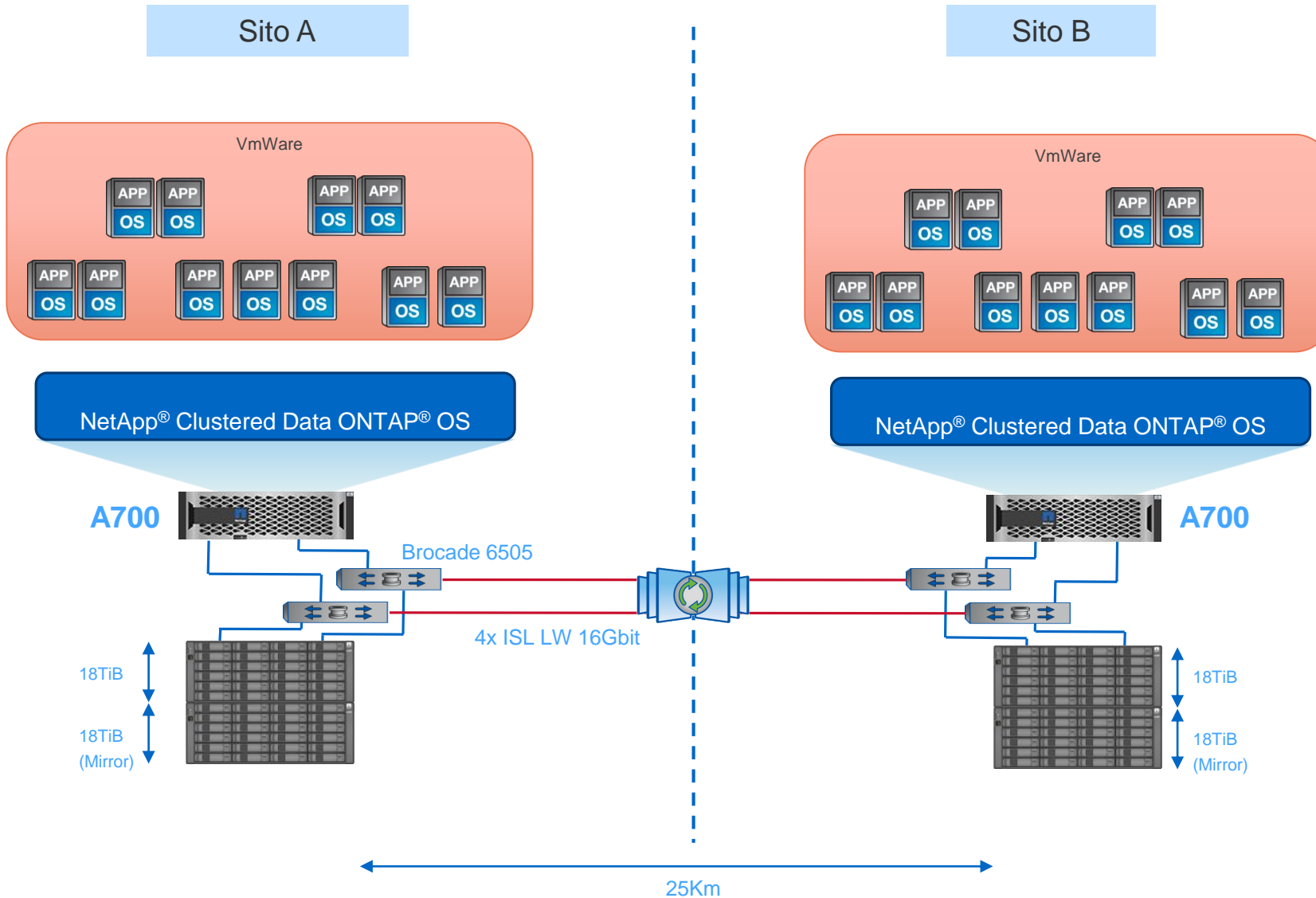
- Metrocluster Clustered Ontap® enables business continuity and continuous availability **beyond** the data centers

- Movimentazione a caldo dei dati tra Controller, Aggregati, FlashPool

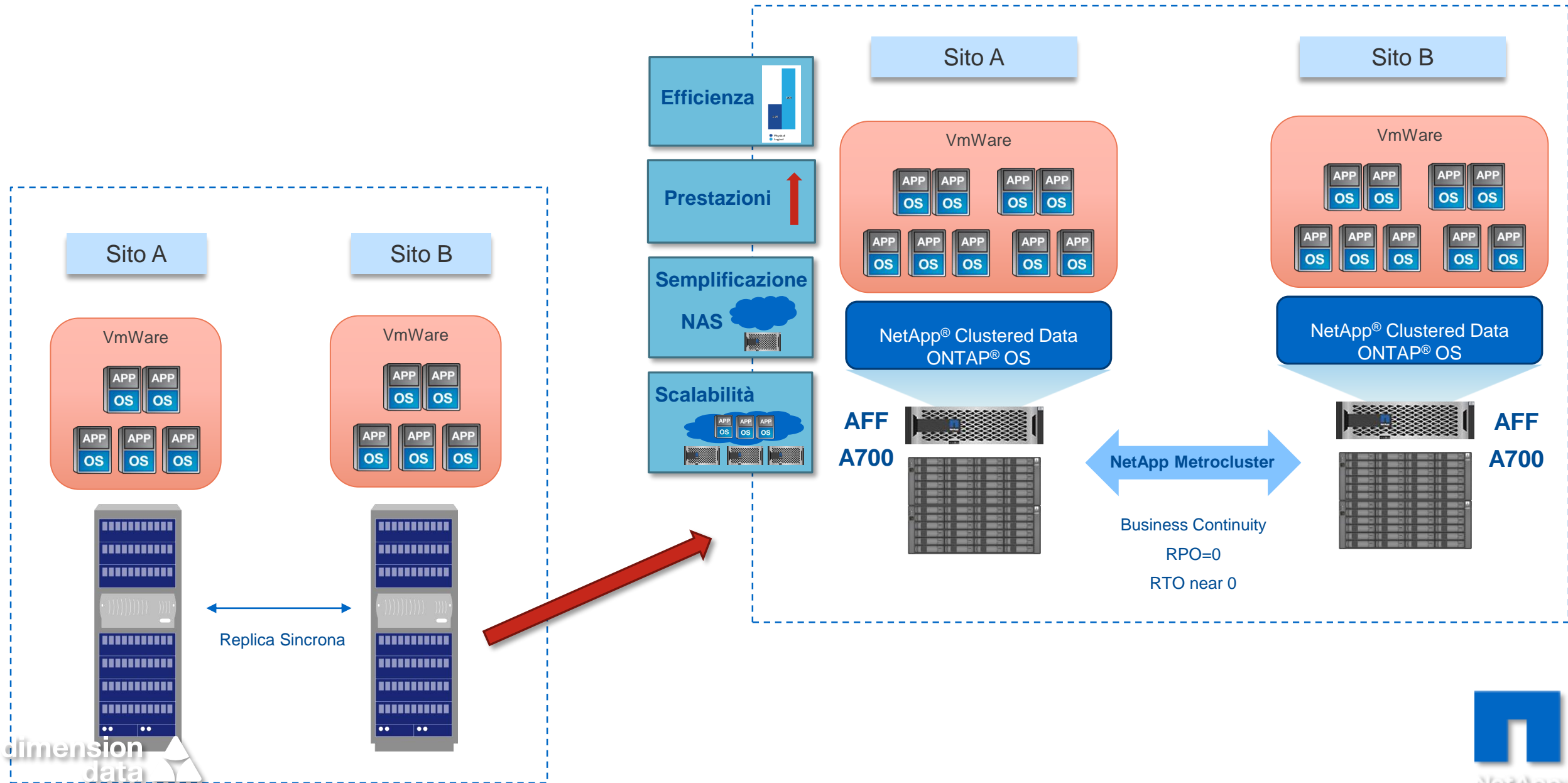
- QoS integrato, attivabile sulle SVM, Volumi, LUNs, porte FC, ecc...

- Site Switchover Single Command o Automatizzato
- Replica dei dati integrata: non richiede attività di configurazione
- Gli ambienti applicativi possono lavorare con un'unica istanza del dato, la replica è demandata allo storage, la continuità di servizio dei dati è demandata allo storage
- Doppia controller per sito: la quasi totalità dei failure è gestita localmente

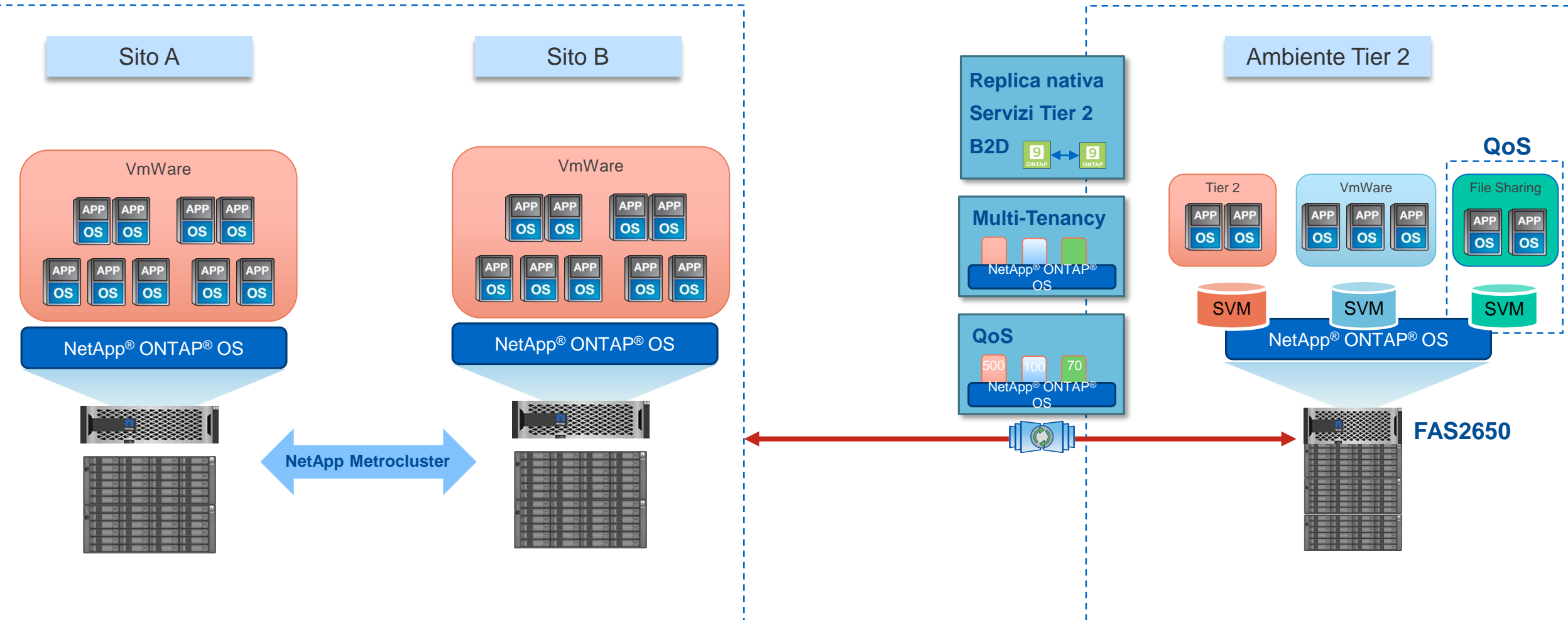
NetApp Metrocluster x TWT



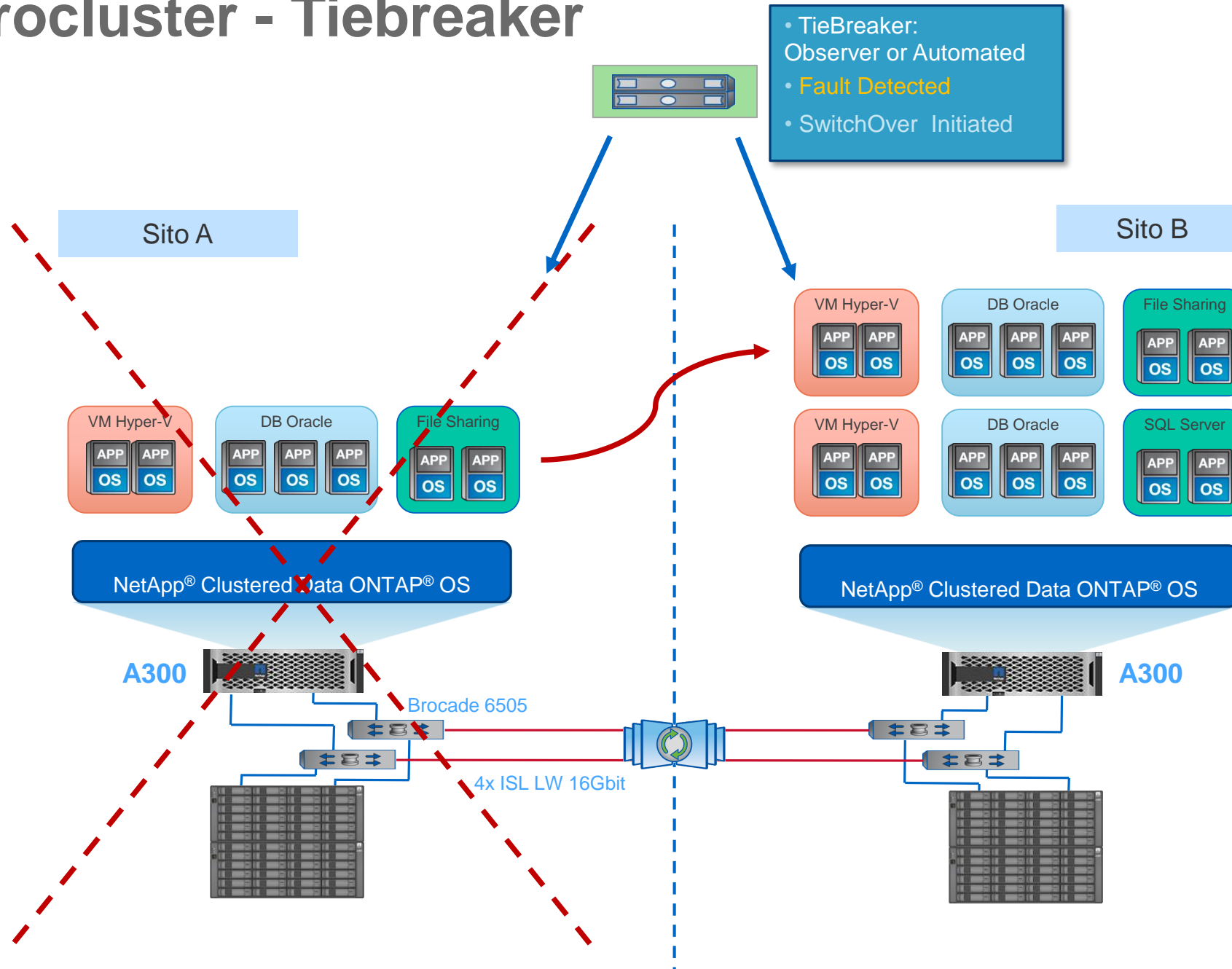
NetApp – Upgrade Tecnologico Metrocluster



NetApp – Integrazione nativa multi-piattaforma



Metrocluster - Tiebreaker



The Value of the Solution

- Resiliency of the new storage infrastructure increase the existing services SLA and enable high availability and business continuity service portfolio
- All Flash NetApp storage improves the overall IT infrastructure performance
 - 500.000 IOPS, throughput of 40GB per second
 - fiber optical connection between the two data centres in MetroCluster configuration also simplify the connectivity
- and enable agile scale-out growth for future expansions with no disruption
 - superior investment protection
- SAN and NAS multi-protocol support enable great usage flexibility

TWT Business & Technical outcomes

- TWT can now move in the journey from TLC to full IT player in the Italian market
- The new deployed solution enable the activation of a full portfolio of data centre and private cloud services powered by the new Enterprise-grade IT infrastructure
- TWT has now a new portfolio that drive their resellers to grow the offering for their clients in the Storage-as-a-Service space
- Single platform for development, test and production that enable cost reduction and simplify management and operations
- Future-proof infrastructure ready for expansions with minimum impact on operations and management



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