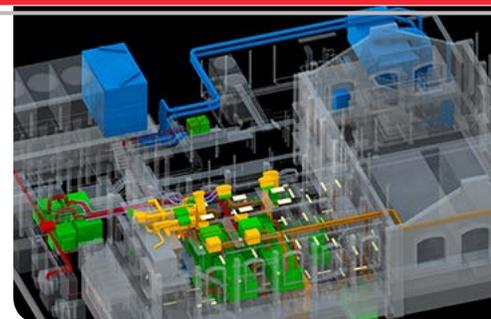




## Gridstore Provides Fast Access to Engineering Customer Files Along with Future Scalability with No Disruption



### Customer Overview

The RMH Group (RMH) is a mechanical and electrical engineering firm based in the Denver, Colorado area. RMH has provided specialized engineering services to regional, national and international clients for over 50 years.

RMH serves private and public sector owners, providing engineered systems for a wide array of facility types including data centers, healthcare facilities, laboratories, central utilities, military installations and higher education facilities.

The RMH Group is a recognized regional leader in developing energy efficient systems and has practiced the tenets of sustainable design for its entire history — long before “green design” became an industry trend. The firm’s reputation is built on its technical dexterity and ability to integrate proven technologies in new ways to achieve high-performance building systems that are robust, cost effective, and easy to operate and maintain.

### Challenge: Provide storage technology to keep RMH Group’s files continuously available and decrease backup time

The RMH Group takes on more than 300 unique assignments every year and, in the process, generates a large number of detailed files in formats such as Autodesk CAD/Revit, Navis and Solidworks. With a repeat client rate of over 90%, close project collaboration is one of the firm’s primary strengths and maintaining access to project files is a key operational focus. The RMH Group runs on HP hardware supporting a Windows 2012 R2 server environment.

“Our files are our life blood at RMH. We must have enough disc space, speed and capacity to provide access to our customer information, as well as our backup files, whenever we call for it. As is common with storage, our existing resources would eventually fill and we would need more,” said Troy Kuskie, IT Manager at The RMH Group. “With the state of the technology in our existing data center, it was a huge undertaking to add on storage.”

It was because of the need to both maintain a corporate archive and decrease backup times that Kuskie began investigating vendors to provide a new kind of storage solution. Over the previous several years, a significant increase in the quantity and size of project files, coupled with a larger overall data demand from across the organization, had resulted in backup times that exceeded corporate windows. RMH simply needed to find a more efficient way to run their backups and gain access to archived files.



### Solution Highlights

- Four Gridstore capacity storage nodes with 48TB disk and 2TB of PCIe flash
- HP hardware supporting Windows 2012 R2 servers
- Support for access to RMH Group’s large, engineering-specific software such as CAD, AutoDesk Revit, Navis and Solidworks that produce large, complex files such as comprehensive 3D building models

“Besides the ability to store all our files, we needed a storage solution that provided high throughput to provide rapid access to customer project files and also to decrease the time it took to back everything up,” added Kuskie.

In search of a high performance, minimally disruptive option, Kuskie investigated products from several vendors, including HP 3Par and Nexsan, but was not satisfied. After some additional trials, Kuskie looked at Gridstore offerings.

“We run what I consider standard systems. Like most businesses, we can’t afford any down time and need to know that the technology we are going to invest in is going to work,” he said. “Gridstore was willing to let us test their system to see how it would meet our needs. Being able to thoroughly evaluate the technology before making a commitment to buy was a big plus for us.”

To test the Gridstore solution, RMH brought in four Capacity Storage Nodes that provided the required storage capacity and acted as the target for backing up the entire datacenter.

“The directions were self-explanatory. I plugged in the nodes, set the IP addresses, and installed the controller and grid management software. I began provisioning the discs and added them to the servers and the nodes were functioning. Installation took between 20 and 30 minutes. I had a grin on my face from ear to ear.”

### **Solution: Gridstore provided “seamless integration”**

Not only was The RMH Group’s Gridstore installation simple, there was absolutely no disruption in service. “When I don’t get any calls from end users, I know an installation is a success,” said Kuskie. “No one even knew the transition to Gridstore took place!”

In addition, RMH has seen almost a 40% savings in time on backup functions with the Gridstore solution. “Our previous Exchange environment took about two hours to back up; that window has been reduced to an hour and 15 minutes. That’s time we have to put to other uses now that we are running the Gridstore solution.”

The business needs for Gridstore are also expanding at RMH Group. “Gridstore has proven itself to me,” said Kuskie. “What sets Gridstore apart is the technology’s potential to grow and expand without the need to rip out old storage. You can buy Gridstore nodes as needed and keep adding them to the grid.”

The RMH Group currently has four nodes online and is planning expansion by the end of 2014.

**“INSTALLATION TOOK BETWEEN 20 AND 30 MINUTES. I HAD A GRIN ON MY FACE FROM EAR TO EAR.**

Troy Kuskie, IT Manager  
The RMH Group

Certification

**Microsoft®**  
**GOLD CERTIFIED**  
Partner

## Results:

### Storage to meet their rapidly expanding file archives, while delivering a 37.5% decrease in time to back up

The RMH Group realized several benefits from the Gridstore implementation:

- Ability to start with the right amount of storage for the customer archive today, with the ability to scale over time by adding additional nodes
- Gridstore solution has provided a 37.5% decrease in back up window time
- The right mix of price and performance for their organization's file and backup needs

"Gridstore worked with me and went out of their way to make sure I was satisfied," said Kuskie. "I requested some network interface fine-tuning that the support staff was happy to accommodate. I came away from the experience knowing the company believes in its offerings and wanted to make me successful in my purchase. I am completely confident having Gridstore running in The RMH Group data center."

#### Results Highlights

- Gridstore provided a high performance, scalable storage solution for RMH
- Gridstore solution provided almost 40% reduction in back up window time
- Fast and easy to deploy
- Cost-effective acquisition and implementation
- Customer support completed specialty requests



FOLLOW US  /gridstore  /company/gridstore  /user/GridstoreInc

t US 855.786.7065 US 650.316.5515 UK +44(0)20 3553 3662 e info@gridstore.com www.gridstore.com