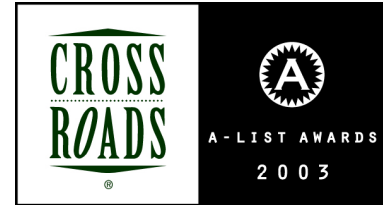


Rainfinity, Inc.

San Jose, CA

RainStorage

➤ Storage Management Appliance for NAS



CUSTOMERS AT WORK

Mid-cap electronics firms and a government agency, all with demanding technical computing environments, served as reference customers. Common strategic objectives included:

- Cost-effectively eliminating end-user downtime while data is migrated to improve performance and balance utilization of NAS filers in an NFS environment
- Avoiding the introduction of another point of failure or bottleneck in the infrastructure

WHY RAINFINITY?

Rainfinity's RainStorage enables storage administrators to optimize their NAS environments by actively managing storage resources—including load balancing, maintenance, and migration—without end-user downtime. RainStorage is an appliance that plugs into existing network switches and integrates without changes to applications, storage devices, servers, or clients. Clients continue to mount directly to NAS devices throughout data moves. During file movement, RainStorage executes in band, automatically redirecting packets at high speed for I/Os directed to a file actively being moved. Upon completion of the data move, RainStorage can easily be switched back out of band so it does not introduce a potential bottleneck or point of failure.

COMPANY INFO

Rainfinity is a private company with 60 employees.

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www.rainfinity.com

BUSINESS IMPACT

Near-term value: With RainStorage, it is unnecessary to disrupt end users' work when moving data in order to load balance the filers or install new or upgraded capacity. It guards end users' productivity against interruption and is particularly important when long-running engineering analyses must be completed. RainStorage increases the storage administrator's productivity because it is no longer necessary to coordinate extensively with end-user departments or to work nights and weekends.

Enterprise innovation: Historically, companies have avoided the headache of migration by systematically underutilizing NAS storage devices. Over time, this has created a web of inefficiencies that is increasingly difficult to explain given today's tight budgets. Based on early success with RainStorage in shielding users from administrative activity, customers are adopting the larger goal of reducing the cost of storage through better capacity utilization and load balancing overall.

Technology gains: Rainfinity's rack-mounted appliance virtualizes the NAS filer environment during data moves without introducing unnecessary risk. During a migration, the appliance resides on the path between two filers. Traffic flows through the appliance, which directs logical requests to the appropriate physical device. Once a move is complete, RainStorage is simply switched out of band.

SUCCESS FACTORS

Project strategy: The configuration decision requires collaboration between a networking expert and the NAS storage administrator. Elapsed time of the data moves is constrained by the speed of the underlying filers. Plan the timing of data migrations with some thought to the overall network load. When testing, be sure to consider the backup system.

Skills: Experienced storage administrators report that the RainStorage appliance is intuitive to operate, and requires little formal training.

Resources: RainStorage requires participation by the network operation center staff at the initial install.

Fit: Rainfinity is a good fit for managing NFS filers in a NAS environment where it is important to minimize end-user downtime.

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ABOUT THE CROSSROADS A-LIST AWARDS

The Crossroads A-List identifies the best newly proven products and services transforming business today. Winners are determined after an analysis of the vendor's strategy followed by confidential, in-depth interviews with early adopters.