

A background image showing a nighttime city street with light trails from cars, viewed from the driver's perspective through a car window. A side mirror is visible in the foreground.

ZERO HASSLE IT DEPLOYS XSIGO VIRTUAL I/O

Auto repair systems specialist revs up data center cost savings for SaaS services with Xsigo

Zero Hassle IT, LLC based in Medina, Ohio is a full-service provider for infrastructure, training and support for the automobile physical damage market in the Midwest. Since 1989, the company has sold and supported management solutions that automate parts pricing, job-costing, and scheduling of repairs.

“The customers really like the fact that they don’t have to have an IT staff”

SAAS AND COLLISION REPAIR

Zero Hassle IT previously offered solutions that run on hardware housed at individual repair shops. Now they are offered as an online service saving customers time and money in several significant ways:

- **Current data always available:** no need to load new information
- **Eliminates field software updates:** the software is now centrally maintained by Zero Hassle IT

- **Less hardware to manage** at the body repair shop site
- Marvin Baker, CEO of Zero Hassle IT, commented, “In the past we’ve sold hub and spoke type of computing solutions to small organizations. As the technology improved, it was possible for us to host our customer’s entire computing environment in virtual machines on our IT infrastructure. They can access their computing solution using a Wyse thin client. The customers really like the fact that they don’t have to have an IT staff, purchase computing hardware and the like. They can just treat this as a service that they pay for on a monthly basis.”

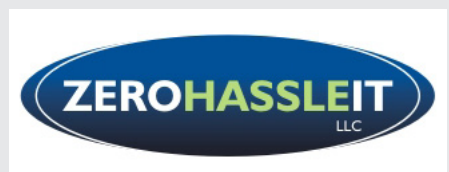
HIGH GROWTH HIGH PERFORMANCE SOLUTION

As the SaaS business grew, the company needed more I/O bandwidth and performance. They evaluated 10Gb Ethernet, but concluded the cost was prohibitive. Furthermore, it would have rendered the existing 1Gb Ethernet infrastructure obsolete, which seemed unnecessary.

BENEFITS AT ZERO HASSLE IT

- 33% lower capital expense
- 66% reduction in server connections
- 33% faster user response time
- Higher performance than 10Gb Ethernet at one third less cost
- Maintains the value of existing 1Gb Ethernet network

Transform your IT infrastructure with the Xsigo I/O Director, a hardware and software solution that streamlines server I/O management. Instead of deploying multiple I/O cards and cables to every server, Xsigo lets you connect servers with a single cable and then create virtual I/O resources instantaneously. The result is 100x faster server management, 70% fewer cables and cards, and up to 50% less capital cost.



Auto repair systems specialist revs up cost savings for SaaS services with Xsigo virtualized I/O

“Xsigo helps us to deliver a faster, more responsive SaaS offering for less money.”

- Marvin Baker
CEO



THE ENVIRONMENT

Baker ultimately selected the Xsigo VP780 I/O Director to complement the company's selection of Dell 2950 servers, VMware ESX software, IQstore Networks iSCSI and DataCore SAN Melody storage virtualization software.

WHY XSIGO

Several attributes made the Xsigo I/O Director a good fit for this environment:

- **VMware integration:** with Xsigo, you can manage both virtual machines and virtual I/O within the VMware Virtual Center.
- **Storage support:** interoperable with the company's Fibre Channel-based virtualized storage deployment.
- **1GbE compatible:** works with the existing network.
- **10GbE compatible:** all servers can be upgraded to 10GbE by adding one module to the Xsigo chassis. No server re-cabling required.
- **Performance:** 20Gb bandwidth to each server. With just one physical connection per server, each system can be configured with as many storage and network servers as necessary.

REMOTE MANAGEMENT

Remote management is another benefit; because all solution elements can be managed from anywhere, Zero Hassle IT's administrators can maintain and modify configurations from their offices without a 45 minute drive to their data center.

“With Xsigo, we get better performance than 10G Ethernet at 1/3 less cost”

THE END RESULT: REDUCED IT COSTS, IMPROVED CUSTOMER SATISFACTION

The ultimate solution was both cost effective and high performing. Baker commented, “Customers often tell us that this solution is up to 2 to 4 times faster than running everything on their own servers. With Xsigo, we get better performance than 10Gb Ethernet at 1/3 less cost, we were able to re-use our existing 1Gb Ethernet gear, and we enabled remote management that lets us manage data center connectivity from anywhere. Xsigo helps us to deliver a faster, more responsive SaaS offering for less money.”



• The Xsigo VP780 I/O Director consolidates server I/O by replacing a server's multiple Ethernet and Fibre Channel interfaces with a single high-speed low-latency 20 Gb/s link.