Open-E and MokaFive
Moka Five Reduces Hardware Costs while Improving Performance with Open-E DSS

The Customer - MokaFive

MokaFive is a 50-person software company that develops virtualization software for desktops in SMB and enterprise environments. Their Virtual Desktop Solution™ includes the tools, technology, and service needed to effortlessly create, deliver, secure, update, and control the entire lifecycle of corporate desktops, saving time and reducing IT costs.

The Challenge

MokaFive wanted to reduce the cost of their storage architecture while simultaneously improving performance. The company uses VMware to distribute IT resources to its employees. MokaFive's storage requirements are separated into two broad categories: "tier 1" storage for mission-critical applications and environments and "tier 2" storage for system snapshots, temporary storage, and VMs. MokaFive uses Dell EqualLogic iSCSI SAN storage as part of their storage architecture. MokaFive made the decision to replace fibre channel storage first.

To reduce costs, MokaFive looked for a solution that was software only and did not use proprietary storage hardware devices. Additionally, they required that any storage solution be on VMware's hardware compatibility list (HCL), fit into an iSCSI architecture, and also support fibre channel for their future needs.

The Solution

MokaFive found an ideal and inexpensive software solution in Open-E. Sasha Kipervarg, IT Infrastructure Architect at MokaFive, read a favorable posting about Open-E on www.drunkendata.com, a blog maintained by Jon William Toigo.

Toigo is CEO and Managing Principal of Toigo Partners International LLC, a research and analysis firm focused on providing meaningful guidance to IT consumers and decision makers. From his January 31, 2008, posting titled Gotta Love It, Toigo says, "Now that's what I am talking about. What if you could take any box of disks and turn them into a NAS platform, a DAS unit, an iSCSI target, etc., with all of the bells and whistles — snapshots, remote replication, etc. — simply and affordably using a USB software key or modular backplane plug in? You could commoditize disk and add value with low cost software yourself to get just the kind of storage platforms that your applications require. I am a huge proponent of this idea and have found a company that is enabling it: Open-E."

Further research showed that Open-E was less expensive than MokaFive's EqualLogic solution, was tested and certified on VMware, was listed on VMware's HCL, and included a number of options such as automatic fail-over and remote mirroring. Sasha Kipervarg found that Open-E's storage software products are uniquely cost-effective and flexible and that he could supply and integrate his own choice of inexpensive storage hardware.

MokaFive since implementing Open-E's DSS, the system has been reliable and has performed very well. Testing shows that Open-E DSS is both faster than the EqualLogic SAN and much less expensive. Kipervarg said, "Open-E was at a good price point compare to other options." "Open-E DSS is stable, reliable and quick with iSCSI and with VMware, and has lots of options that we need like remote mirroring and snap copy at no additional cost."

Benefits

Ease of Management
The Moka Five IT team had the system up and running in minutes and found the management interface to be intuitive and easy to use.

High performance
Open-E provided increased performance over the Dell EqualLogic system.

Reduced cost
Moka Five reduced their hardware costs with off the shelf hardware and reduced their software costs with Open-E's DSS.

Flexibility
Moka Five was able to choose the hardware configuration that best suited their environment and are able grow capacity as needed.

CUSTOMER Profile

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MokaFive's next-generation Virtual Desktop Solution™ gives you the tools, technology and service you need to effortlessly create, deliver, secure, update, and control the entire lifecycle of corporate desktops.
Running MokaFive's LivePC™ virtual desktops, you save time, increase productivity, reduce complexity…and cost. Better still, you can provide your users unprecedented computing flexibility and performance without sacrificing security or control.

About Open-E

Open-E, Inc. is a pioneering leader and developer of IP-based storage management software with headquarters in the United States and Europe. Open-E's DSS, NAS-R3 and iSCSI-R3 product lines, built from the ground up for the SMB and SME markets with scalability to the enterprise, enjoy a multi-national reputation for best-in-class performance, flexibility, reliability, scalability and return-on-investment.

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