

XSTACK
Network Storage



D-Link Benefits at The Covenant Group

- Affordable, Reliable Storage Area Network
- Improved Corporate Communication
- Increased Storage Space
- Scalable to Accommodate Growth
- Security and Backup Storage
- Improves Efficiencies, Reduces Downtime
- Local D-Link Support
- Local Authorized Value Added Reseller

"The fact that the network is scalable was a big selling point for us. We see it as a lasting investment because we can add to it and it can grow with us."

-Christie Giles, Business Information Analyst, The Covenant Group.

"Storage area networks started out in a traditional enterprise market and were limited to Fortune 1000 companies or mid-enterprise firms with 200 to 1000 employees. D-Link has taken the same technology and made it available to even the smallest businesses, so now they can take advantage of the technology,"

-David Johnson, Vice President Fulcrum Group Inc.

D-Link Helps The Covenant Group Accommodate Growth

Network Storage Data Solution from D-Link Gives Executives In-House Email and Calendar Sharing, Boosts Productivity

Challenge: Increase Disk Space to Expand Storage and Update Network Functionality

As The Covenant Group embarked on a successful expansion of their full-service development and construction company, it was becoming apparent that their aging network servers were unable to keep up with corporate growth and storage needs. Faced with outdated equipment, network administrators sometimes had to halt work to clear disk space. If the system went down, it took the company email with it, paralyzing the 13-person executive staff that works out of The Covenant Group's Fort Worth, TX offices, and frequently losing vital information. Scheduling appointments was becoming a logistical challenge, and their methodology was becoming more frustrating and inefficient. The hallways were filled with conversations in attempts to arrange appointments, "Are you in the office tomorrow?" or "Where is the vice president traveling this week?" The conference room fell prey to scheduling tangles and was frequently double-booked. It was becoming apparent the company needed a scalable storage area network in order to centralize email and calendar sharing so that everyone in the office could communicate more efficiently.

"We were faced with some outdated machines and were maxing out on server space. It became a big headache to stop and clear space," said Christie Giles, Business Information Analyst, The Covenant Group, who oversees the company network. "We were unable to look at calendars and we lost emails. The older servers' performance wasn't up to speed and we were on system overload."

In the meantime, The Covenant Group was also feeling growing pains as it shifted its business focus. Since 1990, The Covenant Group has built and managed senior housing. In 2004, when the company changed its primary focus from management to construction, they managed 20 retirement communities and built about two communities per year. Now, they manage only two retirement communities and have building contracts for some six to eight communities. This growth has brought with it the need to store large files, such as blueprints and photos, again stretching the limitations of its aging storage servers. They clearly needed a solution that could handle their existing needs and accommodate future growth.



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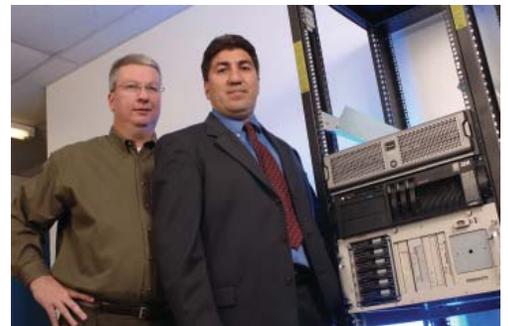
LEGEND MANAGEMENT

The Covenant Group Family of Companies

Solution: D-Link xStack Storage for the Small-to-Medium Business (SMB)

D-Link Delivers Affordable, Reliable Storage Area Network (SAN)

To find the right data storage solution, Christie Giles turned to David Johnson, Vice President, The Fulcrum Group, Inc., an authorized D-Link reseller based in Keller, TX, who recommended implementing the xStack Storage iSCSI SAN Arrays (DSN-3200) as a storage solution, backup and recovery device. The system is paired with Microsoft Small Business Server 2003 to produce the best results.



David Johnson and Steve Meek, owners of the Fulcrum Group, Inc. based in Keller, TX.

"They had outgrown their old system. Once they started working with blueprints and photographs, they had an increased need for additional disk space," Johnson said. "We wanted to offer them an affordable solution and we suggested they consider a storage area network."

"The D-Link DSN-3200 offered them the solution they were looking for," said Johnson, noting that traditional servers do not have the capability of sharing disk space. The D-Link storage area network installation included (8) 500GB SATA hard drives configured in RAID 5 with a hot spare, providing 3TB of usable disk space. "This gives them a pool of disk space to be assigned to any server on the network without having to reboot. It's a simple and easy way to move data around."

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PRODUCT FEATURES:

D-Link xStack Storage Area Network (SAN) Array DSN-3200

- Integrated System-On-A-Chip technology for Increased performance
- Eight 1 Gigabit Ethernet ports
- Over 11 Terabits of storage capacity
- Supports RAID for data protection

D-Link Business Class Solutions:

Powerful and scalable connectivity solutions and programs for Small, Medium and Enterprise-sized businesses

- NICs
- Routing
- Security
- Network
- Switching
- IP Cameras
- Voice and IP
- IP Telephony
- Wireless LAN
- Management
- Firewall / VPN
- Communications
- Services & Support

“Now they can expect fewer crashes, as the D-Link storage area network reallocates disk space as needed in a logical fashion. It takes care of their current disk space needs and can accommodate growth down the road,” Johnson stated. “It also works as a backup server, which is much more reliable than tape.”

“Compared to other storage area network solutions, they saved 50% or more for the same amount of space that other companies offer,” he added. “D-Link offered them the most cost-effective solution on the market.”

“Storage area networks started out in a traditional Enterprise market and were limited to Fortune 1000 companies or mid-Enterprise firms with 200 to 1000 employees. D-Link has taken the same technology and made it available to even the smallest businesses, so now they can take advantage of the technology,” Johnson said. “It’s trickled down to the small-to-medium business (SMB) market so they can be more competitive. Two years ago this system would have cost \$50,000, now it’s available for one-fifth the cost.”

“We recommended D-Link based on price and performance. The value of the D-Link product line is very high. It’s a good value every time we sell a D-Link product, especially with their line of business solutions,” he added.

Result #1: D-Link SAN Offers Improved Communication

“Having the SAN powered by D-Link has allowed us to host our email internally and share calendars. Our whole office is now able to communicate more efficiently,” said Giles. “Our executives have access to critical information from their workstations or remotely while on the road, and there is no longer a concern about losing information.”

“D-Link’s SAN has given us a valuable tool to manage corporate communications,” Giles added. “It’s much easier to coordinate and schedule appointments and keep the wheels turning smoothly.”

Result #2: D-Link Provides The Covenant Group Increased Storage

“In the construction business, each project comes with its own set of blueprints and photographs, and they require a lot of storage space,” Giles stated. “When we started expanding our construction projects, we quickly found that our old storage server wasn’t up to speed and was constantly overloaded.”

“With the D-Link SAN we are enjoying an overall increased performance compared to what we had. It is more suitable for our needs and can accommodate larger file sizes, especially when construction plans and photos eat up disk space so quickly.”

Result #3: D-Link Offers Affordable, Scalable Solution

“The fact that the network is scalable was a big selling point for us,” Giles said. “We see it as a lasting investment because we can add to it and it can grow with us.”

She added that managing the server, which can be accessed directly from a workstation, is very user-friendly and allows administrators to “tweak as needed.” She added, “It’s a lot simpler to manage than other SAN solutions on the market.”

Result #4: D-Link offers Security and Backup Storage

The D-Link SAN has a backup feature that provides another layer of protection. “Information is automatically synchronized with the server so we no longer have to worry about the system crashing and losing critical data,” Giles noted. “If the network should go down, it is easier to recover.”

THE **FULCRUM** GROUP



D-Link Authorized Reseller