



VSI CLIENT TESTIMONIALS

**Case Studies &
Verified Peer Reviews**



More automated than Excel.
Less complicated than SRM.

ABOUT US

Visual Storage Intelligence was founded in 2010 as a subsidiary of Clear Technologies, a traditional IT infrastructure reseller of storage and computing solutions. At the time, most clients managed their storage with either storage resource management (SRM) software or Excel spreadsheets and manual processes. SRM software products are wildly expensive and take significant time and effort to deploy and administer. On the other hand, the manual spreadsheet approach is even more time-intensive.

Visual Storage Intelligence (VSI) offers a better way. As a multi-vendor storage resource management service, VSI specializes in reporting, monitoring, capacity planning, and storage optimization.

VSI unifies storage infrastructure data into a single pane of glass, giving immediate oversight and analysis of your storage environment so you can save time, reduce costs, and improve efficiency.

KEY DISTINCTIVES



**Multi-Vendor
Reporting**



**Capacity
Planning**



**Health &
Monitoring**



**Storage
Optimization**



**White-Glove
Service**



**Unbeatable
Value**

CASE STUDY

VSI Promotes Culture Shift for Infrastructure Team, Improving Customer & Employee Relationships

OBJECTIVES

An outsourcer managing the infrastructure for one of America's largest healthcare companies needed better data. Despite spending millions on tools and hiring a specialist for storage management, they lacked critical insights into their infrastructure.

Tensions grew between departments as they struggled to prove their efforts without hard data. It was also hard to build trust with their client, who expected proof of results.

DECISION

For the team director, a strong demo convinced him to try VSI. "To see a demo that used our own data, instead of being rehearsed, was powerful."

He was most impressed that their entire storage environment could be visualized on one screen.

"Seeing is more impactful than looking at numbers. VSI is infinitely customizable without much effort."

SOLUTION

With Visual Storage Intelligence providing immediate data as an "independent source of truth," relationships between teams became honest and productive – with less finger-pointing and more focus on solutions for the customer.

"We finally KNEW exactly what was going on in our environment at all times," said the team director. "Now when the customer asks us to show them something, it's easy to prove what we're doing."

AT A GLANCE

Environment

- NetApp storage
- Two data centers
- Previously used NetApp OCI

Challenges

- Spending too much on SRM.
- Unable to obtain sufficient storage data.
- Could not identify cost of applications on platform.
- Trouble deciding when to move storage to new tiers.

Results

- Saved \$1.5M in SRM tools.
- Re-assigned SRM staff to revenue creation roles.
- Able to identify application costs in minutes.



"The spirit in which VSI approaches the customer relationship resonates so much with me. Their support has always been way above expectations."

ICS Delivery Director
Fortune 500 Healthcare
Company

CLIENT REVIEW

"A Visualization of the Storage Environment"



Delivery Director / Data Center Infrastructure

Industry:
Energy & Utilities

Role:
Infrastructure & Operations

Firm Size:
<50M USD

Integration & Deployment



Product Capabilities



Service & Support



"Clear Technologies is always looking for more ways to continually deliver more value to the organization with their products."

Verified Gartner Peer Review

September 20, 2021

WHAT DO YOU LIKE MOST ABOUT VSI?

- Dashboard that has the ability to provide the details as more research is performed.
- Realtime data is provided about the environment.
- Historical data is maintained, so trends can be evaluated and acted upon.

PLEASE EXPLAIN THE BUSINESS PROBLEMS OR NEEDS THAT PROMPTED THE PURCHASE OF VSI.

Not a good insight into data trends.

IF YOU COULD START OVER, WHAT WOULD YOUR ORGANIZATION DO DIFFERENTLY?

Have this tool be used by others to avoid redevelopment.

WHAT ONE PIECE OF ADVICE WOULD YOU GIVE OTHER PROSPECTIVE CUSTOMERS?

I think that the tools' abilities are only limited by the customer's usage of the product.

WHY DID YOU PURCHASE VSI?

- Enhance decision-making
- Drive innovation
- Improve business process agility
- Improve business process outcomes
- Cost management
- Create internal / operational efficiencies

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Product roadmap and future vision
- Strong consulting partnership
- Strong services expertise
- Strong customer focus
- Product functionality and performance
- Financial / organizational viability

CASE STUDY

IT Manager Saves a Quarter Million Dollars for Large Retailer by Finding Hidden Storage

OBJECTIVES

A large auto parts retailer, relying on an infrastructure spread across seven data centers, needed to allocate storage for a new application. Instead of buying a new array, they hoped there might be an alternative solution to the application requirements – as well as their ongoing challenges with manual storage management.

SOLUTION

The customer was surprised in the insight quickly provided by Visual Storage Intelligence®.

In one particular array, they found 75% of the array was orphaned. Six months before, the IT team had undergone an intense data migration project, and moved storage among their various arrays. This particular array had data that was no longer needed and/or valid, but the LUNs still showed as allocated.

Excited about these findings, the IT manager was able to visually show how this free space could be used for the new application. Eventually, the company did not have to buy new storage, and saved themselves \$250,000.

VERDICT

"With Visual Storage Intelligence, we are able to place and manage storage more strategically. This allowed us to reduce our overall costs, improve our storage performance, and significantly lower the amount of time and effort required to do analysis and tracking."

AT A GLANCE

Environment

- EMC DMX
- NetApp
- Seven Data Centers

Challenges

- Managing large & diverse infrastructure manually.
- Identifying free space.
- Mapping tier storage & servers.
- Utilizing SAN & NAS devices properly.

Results

- Quickly identified hidden space in 75% of one array.
- Saved \$250,000 by avoiding major purchase.
- Improved management efficiency.



"Visual Storage Intelligence did all the work for us so we could spend our time on decision-making, not data collection and analysis.

IT Manager
Large Retailer

CLIENT REVIEW

"Vendor Works With Us To Ensure Whatever Technology We Buy, Can Work With Their Tool"



VP of Technical Services

Industry:

Manufacturing

Role:

Infrastructure & Operations

Firm Size:

1B - 3B USD

Evaluation & Contracting



Integration & Deployment



Product Capabilities



Service & Support



Deployment Architecture:

Cloud (SaaS or PaaS or IaaS)

Region of Deployment:

North America

WHAT DO YOU LIKE MOST ABOUT VSI?

Vendor provides weekly emails with their analysis of our storage systems that gives us actionable feedback.

WHY DID YOU PURCHASE VSI?

- Create internal / operational efficiencies

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Pre-existing relationships



"The tool is very stable and the vendor works closely with us to integrate new technology. They perform an analysis on our data and send us a weekly email that details out what trends and issues that we should focus on."

Verified Gartner Peer Review

September 1, 2021

CASE STUDY

Infrastructure Team Eliminates Manual Efforts, Improves Analysis & Decision-Making

OBJECTIVES

One of the nation's leading food and beverage companies needed a solution to quickly analyze and display their SAN and NAS devices spread across a complex and widely distributed network.

Relying on manual efforts was proving to be error-prone. It was also insufficient for knowing which servers used which portions of Tier 1 / Tier 2 storage as well as where free space existed.

The VP of IT Infrastructure summarized their problems by saying, "Not only were our manual processes difficult for our storage administrators, but upper management did not have the information to make our business decisions."

DECISION

"We chose Visual Storage Intelligence because it leveraged our existing environment without requiring any additional tools or products to install."

SOLUTION

With Visual Storage Intelligence, their team received weekly reports and charts showing the exact status of their DS4000 and NetApp NAS storage arrays. They could also easily see which servers used which storage and where potential issues might be.

VERDICT

"Visual Storage Intelligence helped us to make better decisions and save money."

AT A GLANCE

Environment

- IBM DS4000
- NetApp NAS
- Five data centers across US

Challenges

- Large & diverse infrastructure.
- Tier ambiguity.
- SAN and NAS utilization.
- Error-prone manual processes.

Results

- Weekly data snapshot.
- Non-intrusive, non-disruptive, easy to manage.
- Better informed business decisions and future growth.



"This is the perfect tool for our environment: It has required no implementation time or effort, and we get the reports we need whenever we need them."

VP of IT Infrastructure
Major Food Producer

CLIENT REVIEW

"Most Flexible Adaptable Tool for IT Reporting"



Sr Team Leader

Industry:
Services

Role:
Infrastructure & Operations

Firm Size:
<50M USD

Evaluation & Contracting



Integration & Deployment



Product Capabilities



Service & Support



"I have found VSI to be adaptable to most every environment and customizable for the information gathered. It's nice to not have to buy an additional licensed module in order to generate a critical one-off report."

Verified Gartner Peer Review

August 30, 2021

WHAT DO YOU LIKE MOST ABOUT VSI?

- Ease of use
- Clarity of data
- Filtering data presentation with a single click in most cases

WHAT DO YOU DISLIKE MOST ABOUT VSI?

- Since it can be applied for multiple roles data reporting, it is sometimes hard to place it in a category

WHY DID YOU PURCHASE VSI?

- Cost management
- Improve compliance & risk management
- Create internal / operational efficiencies
- Enhance decision-making

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Strong services expertise
- Breadth of services
- Product functionality and performance
- Strong customer focus
- Overall cost

WHAT OTHER VENDORS DID YOU CONSIDER IN YOUR EVALUATION?

- Nagios
- BMC
- SolarWinds

CASE STUDY

Enterprise IT Director Saves \$1.5 Million By Improving Storage Efficiency Through Data Visibility

OBJECTIVES

A Fortune 500 airline, serving over 3,600 flights each day to more than 90 global destinations, needed to cut costs where possible. For the infrastructure team, this meant getting more value out of what they already had.

Without easy and reliable access to critical data, they were lacking assurance that their 100+ arrays were operating optimally and efficiently.

"Our challenge with our storage environment was the amount of time it took to identify inefficiencies," said the airline's enterprise IT director.

"We simply didn't have the technology in place to perform this analysis. We couldn't track and spot trends like which systems are overextended or need upgrades."

SOLUTION

Visual Storage Intelligence helped identify how much unclaimed storage the airline had available and also helped spot inefficiencies.

Using VSI, they found over 730 TB of hidden free space (orphaned storage) that was immediately available. At a rate of \$1.30 / GB, they avoided spending \$1 million thanks to their discovery.

By pinpointing systems where storage pools were overused, the infrastructure team also re-allocated workloads - enough to save \$500,000 in avoided storage purchases.

AT A GLANCE

Challenges

- Understanding data details of full storage environment.
- Finding hidden usable free space.
- Identifying systems ready for improvement.

Results

- Analyzed storage environment with comprehensive data.
- Found over 730 TB of free space (\$1 million savings).
- Located overused pools and re-allocated workloads (\$500,000 savings).



"Using VSI resulted in two key benefits: saving the company money and pinpointing systems that were in need of upgrades. And this was just the beginning."

IT Manager

Enterprise IT Director, Airline

Seeing is Believing

Test out Visual Storage Intelligence
with your own data in your own
storage environment - for free.

Start Your Trial