

## CASE STUDY: TECHSOFT SYSTEMS

Supported Server Virtualization with TrueNAS®



*“Unlike other solutions we’ve used in the past, we don’t have to babysit TrueNAS in order to maintain a certain level of performance. This makes meeting our clients’ growing needs a much simpler process.”*

**- Marty Godsey**  
IT Manager, TechSoft Systems

### THE BUSINESS CHALLENGE

As an IT company offering cloud based services, TechSoft Systems hosts and manages a considerable amount of data and hundreds of virtual machines. To accomplish this in a manageable way, centralized, high-performance storage -- that can host internal data as well as hundreds of virtual desktops and servers -- is the optimal solution.

TechSoft has worked with a number of large vendors for their storage requirements over the years. While their systems performed well enough, they felt vendors were not as concerned with meeting their individualized needs as they would like. In contrast, iXsystems went through the details of their use case and specific performance requirements to provide a custom-tailored solution. Additionally, the high costs of other solutions impacted their operations and constrained their growth and return on investment.



## TrueNAS

- 2 x 10GbE NIC

*“Our sales rep would converse with the engineering team and test, specifically, whether the configuration I wanted would do what I needed with the performance I wanted to have. And when we got the box and saw how well it performed in production, we liked what we saw.”*

- Marty Godsey

## PERSONALIZED SERVICE WITH IXSYSTEMS AND TRUENAS

Already familiar with iXsystems service and support from previous server acquisitions, TechSoft was quite pleased to find that iXsystems was offering a storage solution. After further investigation, they learned that TrueNAS was a flexible platform based on open standards (the FreeBSD/FreeNAS operating systems) and contacted a sales representative for more information. They also saw the hands-on involvement iXsystems had in place to ensure the product would be compatible with their software and network environment. The iXsystems Sales and Engineering staff consulted closely with the people at TechSoft to review their technical requirements and make sure they could build the solution that best fit their needs, testing specific configurations to ensure functionality and performance before offering a solution.

After the initial evaluation, TechSoft decided to go with TrueNAS for their storage and virtualization needs. They began utilizing an iSCSI configuration, and while performance was very good, they soon discovered that some of the applications being used in their environment had limitations. The iXsystems Support staff helped identify the limitations and migrate the storage over to an NFS based configuration, resolving those issues.

*“Once we saw how well it performed and how flexible it was, that’s when we started putting it in larger and larger implementations. I’ve deployed these NAS’s at five or six locations and every one of them has performed flawlessly. We’ve gone with other large vendors in the past and TrueNAS easily stacks up to the other ones we’ve used. In some applications, it seems to work better.”*

**- Marty Godsey**

TechSoft implemented a TrueNAS appliance, a high-performance SSD ZFS Intent Log device for write , 10 GbE NICs and the disk pool configured with RAID-Z2. The TrueNAS system served as a target for their iXsystems servers running XenServer, XenApp and XenDesktop. TechSoft use NFS primarily along with SMB for its file sharing protocols.

As TechSoft moved forward with implementation, they incorporated more virtual servers onto their TrueNAS. In addition to handling virtualization, TechSoft also portioned off a small section of their storage pool with CIFS and SMB for general sharing of commonly accessed documents. As these systems were subjected to greater and greater loads both performance and stability remained at high levels, exceeding the expectations of the TechSoft IT staff.

Since the initial roll-out, TechSoft has deployed TrueNAS in other locations with the same results. In the instance or two that a problem was encountered, the iXsystems support staff was there to walk them through their issues and get workflow moving again in a timely manner, working nights and weekends when needed. As their needs continue to grow, TechSoft looks forward to continuing its success with TrueNAS for its storage and virtualization needs.

## TECHSOFT SYSTEMS

Founded in Cincinnati, Ohio in 1983, TechSoft Systems provides a full array of information technology services. With decades of experience, they are a go-to source for Managed Services, Data Protection, Cloud Services, Home and Business Support as well as hardware systems.

Since its inception, TechSoft Systems has kept with the times, weathering the dot-com bust and expanding its reach beyond the Fortune 100. Now it seeks to provide technology assistance to small and mid-sized business and nonprofit organizations.

## ABOUT IXSYSTEMS

By leveraging decades of expertise in hardware design, its contributions to many Open Source software communities, and corporate stewardship of leading Open Source projects (FreeNAS and TrueOS), iXsystems has become an industry leader in building innovative storage solutions and superior enterprise servers for a global marketplace that relies on open technology.

Thousands of companies, universities, and government organizations have come to rely on iXsystems' storage, servers, and consultative approach to doing business. Headquartered in the heart of Silicon Valley since its founding in 1996, the dedication to white-glove customer service, industry-leading support, and transparent technological contributions has never wavered and continues to help lay the foundation for a new era powered by open technology.