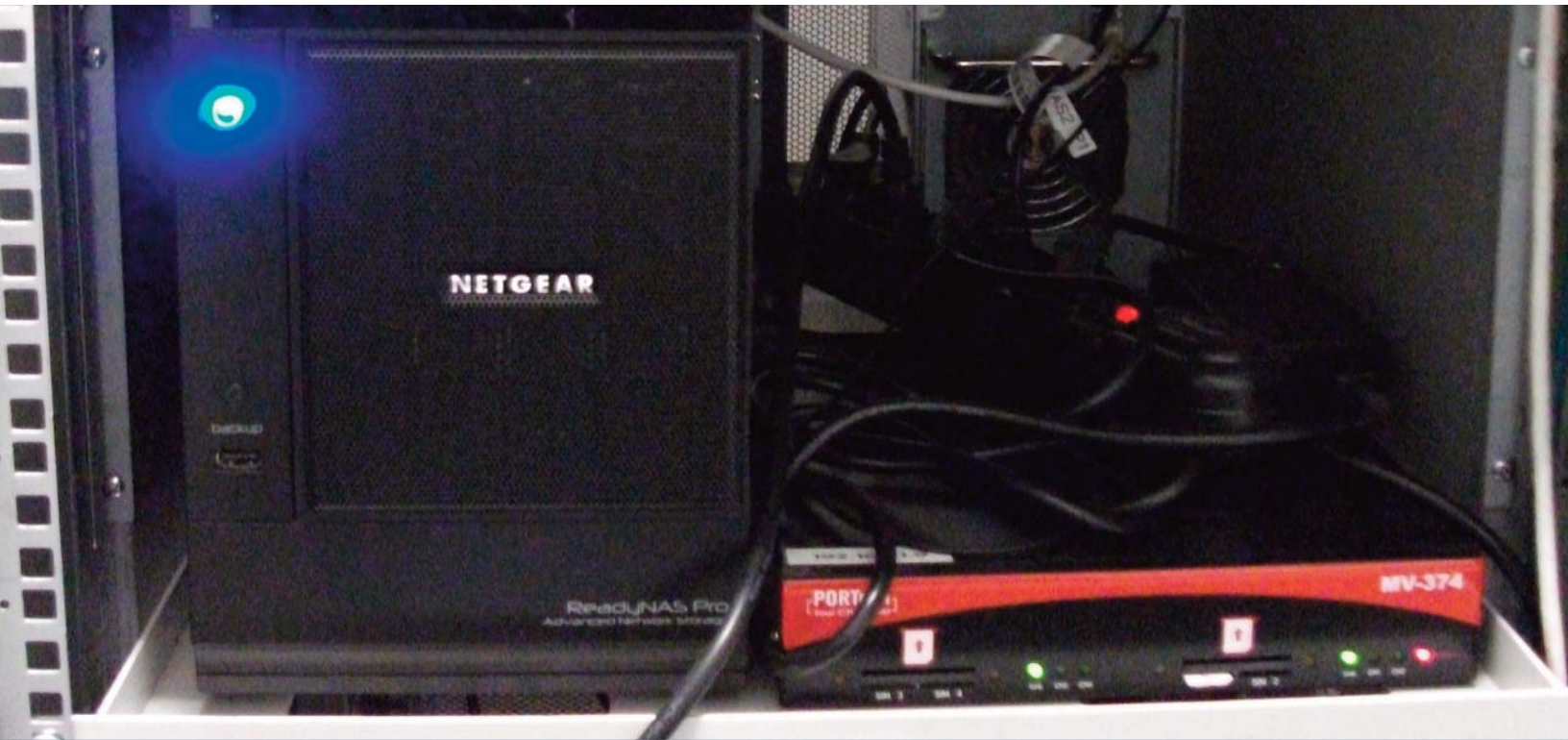


System Integrator and VMware Professional Trusts NETGEAR® ReadyNAS® at Work and Home



Profile

Jens Hennig is an IT professional for a large manufacturer of PVC profile systems for windows and doors near Muenster, Germany. In addition to his full-time job, Jens runs his own small business, providing IT consulting and network integration services for small and medium size businesses throughout Western Germany. Jens offers his clients complete IT services, including the procurement and installation of networking and storage equipment, as well as providing the deployment and ongoing management of virtual networks.

Background

An avid VMware aficionado, Jens has multiple VMware Certified Professional certifications, including VCP, VCP 3, and VCP 4. Jens has been using NETGEAR® products for nearly three years both at home and in his small business. In his consulting business, he uses a ReadyNAS Pro as a test environment for customer domains, and a ReadyNAS NV+ as a backup for the ReadyNAS Pro. He also manages his network traffic with two NETGEAR ProSafe® 8-port gigabit smart switches. And at home, he uses two NETGEAR ReadyNAS Duo systems to store and backup his personal files and mp3 library.

Needless to say, Jens is happy with his NETGEAR equipment. In addition to the fact that he continues to choose NETGEAR each time he requires additional networking equipment, Jens also regularly recommends NETGEAR to his clients.

PROBLEM/OBJECTIVE

COST-EFFECTIVE STORAGE SOLUTIONS THAT FIT SMALL BUSINESS CUSTOMERS

As the owner of a small business himself, Jens understands the needs of his clients first-hand. Though protecting their business-critical data is essential to their survival, most small businesses lack the budget and personnel for an enterprise-level storage system. "In general, IT isn't a big budget item for small businesses, but they have high expectations from the equipment", says Jens. "Storage systems are no different. None of my clients want to spend much on a storage system, but they really need something that is reliable and will perform well for them. They also require a storage system that's easy to use, and doesn't require an IT staff to manage it."

In addition to lacking a full-time IT staff, many of Jens' clients are not even in technology-related fields, so finding an employee with some technical expertise required to manage a complex storage system is a real challenge. "One of my clients runs a bowling center, and another sells tennis equipment online", says Jens. "With no real technical expertise in either company, these two clients needed a storage system that could basically run itself."

SOLUTION

NETGEAR® READYNAS® FITS THE BILL

To help his clients get the most for their money, Jens turned to the name he has trusted to serve his own business needs for the past three years – NETGEAR. "I've used a lot of NETGEAR equipment, and have never had a problem", says Jens. "It's a lot easier for me to sell my clients what I use myself. When I make a recommendation, my reputation is on the line, so it has to be something I know and trust. NETGEAR makes quality



products at a tremendous value. They've proven their worth to me over and over again."

Jens uses his ReadyNAS Pro, connected to two VMware servers, to design test domains and test his clients' virtual environments. Within the confines of the virtual machine, Jens can thoroughly test every aspect of the client's environment, to ensure that all is working well. Only then does he deploy the environment to his client. "The ReadyNAS systems have the VMware Ready logo and support both file and block protocols, so one system can serve a wide range of needs", says Jens. "That makes it really efficient for me to simulate client environments."

RESULT

THE RIGHT SOLUTION

Jens could not be happier with the performance and flexibility of his ReadyNAS storage systems. "Using one ReadyNAS, I can easily run 20 virtual machines", says Jens. "Microsoft Exchange, application servers, VoIP, and file shares can all run at the same time, which saves my clients a lot of time and money. ReadyNAS also offers the best price I've ever seen for iSCSI capabilities – and the performance is great!"

Perhaps the truest test of success, though, is how well the ReadyNAS systems work in the production environments of Jens' clients. "Everybody is thrilled with the performance and ease-of-use provided by the ReadyNAS", says Jens. "It supports everything they need to do, performs flawlessly, and doesn't require a lot of hands-on management. Since I'm the IT department for all of them, I really appreciate that, too!"



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*The 3-Year Hardware Warranty and the Lifetime Hardware Warranty only cover hardware, fans, and internal power supplies, and does not include external power supplies or software. Hardware modifications or customization void the warranty. The warranty is only valid for the original purchaser and cannot be transferred.

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