

## CASE STUDY

# Norfolk, VA scales and simplifies data storage infrastructure to accomplish more with less

The City of Norfolk is a waterfront city nestled in southeastern Virginia, bordered by multiple bodies of water, including the Chesapeake Bay. It has the second largest population in the state and has enjoyed a long history as a strategic military and transportation center. Norfolk is home to the world's largest naval base, Naval Station Norfolk, as well as the Joint Forces Staff College, the US Army Corps of Engineers, and NATO headquarters. The city is also a regional center for the arts and humanities, with attractions such as the Nauticus maritime museum and the Chrysler Museum of Art, which is home to a vast collection of renowned paintings and sculptures. Norfolk has a diverse citizenship with ever-changing military personnel and long-time residents.

### EMPOWERING CITIZEN-FOCUSED SERVICES, PRODUCTIVITY, AND EFFICIENCY THROUGH INFORMATION TECHNOLOGY

Norfolk requires a robust and resilient IT infrastructure to support the needs of all city departments and approximately 4,500 employees. Each department relies on mission-critical applications to enable citizen-focused services and government efficiency. In addition to its goals for engaging citizens, improving public safety, and reducing the digital divide, the Norfolk IT Department champions technology that encourages entrepreneurial and economic development, and provides enterprise-wide solutions to reduce operation costs, strengthen cybersecurity, and power data-informed decision-making.

### THE CHALLENGE: REPLACING LEGACY STORAGE INFRASTRUCTURE

Ten years ago, to meet its growing need for high-performance, cost-efficient data storage with simplified administration, the city IT staff chose the XIV storage system designed by Moshe Yanai, who later went on to found Infinidat. In 2018, faced with increased capacity requirements, an expiring maintenance contract, and costly replacement options, Chris Hilliard, Network Engineer for the City of Norfolk, began investigating Infinidat as a potential source for the city's new storage infrastructure.



"Our experience with using and managing InfiniBox has been awesome. I like to call it the Ronco version of storage. We set it and forget about it. On the rare occasion the box calls home for service, Infinidat knows about the issue before we do."

**Chris Hilliard**  
Network Engineer  
City of Norfolk, VA

*The City of Norfolk is home to the world's largest naval base, Naval Station Norfolk, as well as the Joint Forces Staff College, the US Army Corps of Engineers, and the NATO headquarters.*



The IT team that led the research effort quickly found that the InfiniBox® storage solution from Infinidat not only provided the performance, reliability, scalability, and ease of use that Norfolk required, but Infinidat also did so within the available budget. Norfolk acquired InfiniBox F2240 with a Capacity on Demand (CoD) consumption model that provides the ability to easily manage data storage growth with a predictable cost.

#### **THE INFINIDAT TEAM ENABLES A MIGRAINE-FREE MIGRATION**

In addition to the selection of a storage technology that would easily meet its needs for increased capacity, performance, and ease of management, Norfolk also had to take into account data migration. Although over 90% of the city's infrastructure is virtual on VMWare, 10% of the servers and 80TB of data would need to be migrated from physical servers with a variety of clustered and non-clustered operating systems. After spending a day with the Norfolk team, the Infinidat professional services team set up the data migration appliances that would perform the transfer of data, and the migration plan was scheduled around the City of Norfolk's maintenance windows. Approximately 17 physical servers and 80TB of data were moved off of the legacy system to InfiniBox, completing a very easy and successful migration, all within a month.

#### **THE NORFOLK-INFINIDAT PARTNERSHIP**

The City of Norfolk's InfiniBox provides enterprise-class storage performance, availability, and security that is unmatched. The system was installed with 333TB of usable storage, along with pre-installed CoD that can be immediately added in increments as low as 10TB. Infinidat's proactive monitoring and global support for optimizing Norfolk's storage infrastructure performance removes much of the burden of day-to-day storage administration and frees the IT team to deploy its resources on strategic initiatives and value-added services in meeting the city's growing technology needs.

Today, as a result of its partnership with Infinidat, Norfolk benefits from mission-critical enterprise storage that is easily managed, highly scalable, and extremely cost-effective.

**To learn more about how Infinidat can help your organization scale to win, visit [Infinidat.com](https://www.infinidat.com).**



*"We are, extremely satisfied and impressed with the simplicity of both the integration and implementation of InfiniBox by Infinidat."*

**Joel Ruffin**  
**Senior Network Engineer**  
**City of Norfolk, VA**