

**WHO:**

Dot Foods, The largest US Food Redistributor

**CHALLENGES:**

Application performance, costs, data growth

**IT ENVIRONMENT:**

ERP system, 4,200 users, 180TB capacity, MSSQL DB, VMware

**SOLUTION:**

Two Kaminario K2 Systems with guaranteed 180TB of effective capacity, Zerto DR software

**BENEFITS:**

- Reduced storage cost and footprint
- 30 percent reduction in batch runtime
- Simplified VMware operations
- Improved storage TCO

# Kaminario Helps Dot Foods Boost Performance, Improve TCO.

## Executive Summary

Dot Foods was challenged to maintain essential performance for their mission critical ERP system. Storage capacity was growing and costs were escalating.

Dot purchased two Kaminario K2 systems to satisfy cost, performance, and growth requirements as well as provide essential disaster recovery protection.

## Company Overview

Dot Foods carries 112,000 products from 830 food industry manufacturers. As the nation's first and largest food industry distributor in the United States, Dot Foods' nine distribution centers serve all 50 states and over 25 countries. Family-owned and operated for more than 55 years, Dot takes pride in developing innovative solutions for manufacturers, distributors and operators.

## The Challenge

To efficiently run complex and transaction- intensive operations, Dot Foods computerized all areas of the business, including order-entry, picking and put away, routing and dispatch. At the core of their highly virtualized IT environment is an MS SQL ERP database system. However, their 3PAR disk storage arrays were running out of capacity. And an increasing footprint created escalating power and cooling requirements. To keep up with expanding business, Dot needed a storage alternative that could easily increase capacity and accelerate application performance.

**Goals:**

- Improve critical production workload performance
- Scale easily to support business growth
- Seamlessly integrate with VMware
- Ensure 100 percent uptime
- Establish a DR site with a very aggressive RPOs

## Examining Options

Dot Foods evaluated all-flash, hybrid and legacy storage to address their data and performance challenges. Requirements included easy scalability to accommodate data growth, and seamless integration into the VMware environment with 100 percent uptime. They carefully evaluated present and future costs. As a high-volume, low margin business, Dot required the most cost-efficient solution.

All-flash arrays from HP and Pure Storage couldn't meet Dot Foods' requirements. And several hybrid arrays were excluded because they lacked Fibre Channel support.

### IMMEDIATE BENEFITS

Dot Foods immediately demonstrated better efficiency using fewer, larger, VMware data stores. The company's small IT staff was happy to see daily manual tasks automated, freeing up time that they previously required for maintenance. In addition,

- PeopleSoft batch processes improved by more than 30%
- Data compression showed a five-to-one reduction to deliver a smaller storage footprint as well as lower power and cooling costs
- VMware operations were simplified, and TCO was reduced

## The Solution

Dot selected Kaminario K2 all-flash storage system for its exceptional scalability, resiliency and consistent performance. The price was attractive, even in comparison to legacy arrays. The collaborative approach of Kaminario's sales team helped seal the deal.

Dot deployed one K2 array into production and another to their disaster recovery (DR) site. Zerto Virtual DR software replicates application and database VMs to the second K2. Now, warehouse and transportation functions are supported with a sub-sixty-second RPO. Now, combined with Zerto, K2 delivers Dot a flexible and scalable production and disaster recovery infrastructure.

**"We selected K2 based on its exceptional scalability, resiliency and performance offered at an attractive price—even when compared with legacy arrays. K2 is a storage solution that can grow in our very dynamic business."**

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Eric Ellerman, Network Manager at Dot Foods

## What's Next?

With K2, Dot Foods is confident that they can reliably meet commitments to their customers as the business grows. They have a scale-up and scale-out architecture with simplified storage management. They're ready for whatever comes next.



#### Contact

Contact a business development representative to answer any questions you may have.



#### Schedule a Demo

Schedule a demo with an engineer and learn if Kaminario's solution works for you.



#### Request a Quote

Request a quote for your application from our business development team.

## About Kaminario

Kaminario, the leading all-flash storage company, is redefining the future of modern data centers. Its unique solution enables organizations to succeed in today's on-demand world and prepares them to seamlessly handle tomorrow's innovations. Only Kaminario K2 delivers the agility, scalability, performance and economics a data center requires to deal with today's cloud-first, dynamic world and provide real-time data access -- anywhere, anytime. Hundreds of customers rely on the Kaminario K2 all-flash array to power their mission critical applications and safeguard their digital ecosystem. Headquartered in Needham, MA, Kaminario works with an extensive network of resellers and distributors, globally.

For more information, visit [www.kaminario.com](http://www.kaminario.com)

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