

# HP Professional

## Affordable RAID for HP-UX

### FLASHDISK OPENRAID SUBSYSTEM

- ▶ Standard Ultra2 SCSI subsystem.
- ▶ Supports RAID 1,3,5 and 1+0.
- ▶ Prices start at \$25,000

#### Winchester Systems Inc.

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Statistics tell us that the cost of storage has plummeted in recent years, but to many in the HP-UX world, scalable storage still seems anything but affordable. Jerry Namery, Winchester Systems' Chief Technology Officer hopes to change all of that. By leveraging a direct sales model Namery says that his company can sell storage subsystems at lower price points *and* tailor them to the needs of HP-UX customers.

"We have a direct sales model similar to that of Dell," Namery says. "With an EMC system, for example, the reality is that the system [that a customer buys] is usually more than they need. And with an HP solution,

HP isn't even making the product in the first place, which can add to the cost."

Winchester System's flagship FlashDisk OpenRAID storage subsystem ships standard with 36GB Ultrastar hard drives from IBM Corp.

FlashDisk OpenRAID is positioned as a plug-and-play storage solution that appears as a standard Ultra2 SCSI subsystem to the host machines. This eliminates the need for proprietary host software or RAID managers. The FlashDisk OpenRAID storage subsystem supports several kinds of hardware RAID, including RAID 1, 3, 5 and 1+0. Namery says that his company's support of RAID level 1+0 is largely driven by customer demand.

FlashDisk comes in several different storage configurations, including the entry-level FlashDisk OpenRAID Desktop, which contains 145GB of storage in a one-foot cube. FlashDisk OpenRAID Enterprise, the company's flagship storage subsystem, offers 2.3TB of storage and can

support up to 36 simultaneous hosts. All FlashDisk models include call-for-help hardware paging and can be managed using TELNET, HP OpenView or IBM NetView.

According to Chris Ledoux, IT director with Brooktrout Technology Inc., a vendor of electronic messaging products for telecommunications and networking environments, Winchester System's direct sales model really helped to distinguish it from its larger, more visible competitors.

"We had quotes on EMC and also a [Data General] Clarion solution and we didn't even bring them in for evaluation because the pricing was too high," say Ledoux. He first looked to implement a FlashDisk OpenRAID-based solution as a means to remedy persistent performance problems with his company's Oracle financial applications running on an HP storage subsystem.

"It was performance problems with Oracle applications that we were



running on an HP-UX box. We had concurrent jobs that were taking seven minutes to run, such as creating purchase orders, and that kind of thing."

According to Ledoux, the FlashDisk OpenRAID storage subsystem provided "an across the board improvement in performance." Those same concurrent jobs are now taking seven seconds.

FlashDisk OpenRAID storage subsystems are supported on versions 9.2 and higher of HP-UX.

— Stephen Swoyer,  
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