



About the Company

Northwest Regional Health is a non-profit rural hospital in Alabama, United States.

Company Profile

Healthcare

Contact Person

Brandon Robbins, IT Supervisor

Problem

The hospital needed a shared storage solution to cut high maintenance costs.

Solution

With StarWind vSAN, the hospital creates an HA cluster and gets a sizeable performance increase, all at a reasonable price.

Northwest Regional Health saves around \$85K on its capital expenditures (CapEx) by deploying a StarWind vSAN-based high availability (HA) cluster

Problem

Before StarWind Virtual SAN (vSAN) deployment, **Northwest Regional Health** had storage from Nutanix with a VMware hypervisor on top. Being a small hospital means the IT budget is extremely thin. However, Northwest Regional Health was forced to purchase new \$100,000+ hardware every 5-6 years within its existing IT infrastructure. It was a very heavy cost, plus all DIY support articles were locked behind a service contract. So, the hospital had to be creative in solving problems and implementing new solutions.

Solution

After an extensive year-long search Northwest Regional Health determined that **StarWind vSAN** provided the best performance while allowing it to re-use existing hardware. Besides, it was a much more simple setup compared to that of Nutanix or other solutions tested. A big deciding factor in favor of StarWind vSAN was that all of the guides and white papers were openly available, whereas most other solutions locked these behind support contracts. Being able to review the install/support processes before investing in it was also a large factor. Using **StarWind vSAN**, Northwest Regional Health was able to create a high availability (HA) storage cluster, while saving around \$85,000 for capital expenses, with an additional \$3,000 per year savings on support. The hospital was amazed by StarWind Support Team which provided an immediate response every time the organization mailed. Considering all that, Northwest Regional Health has tentative plans to add another node or separate cluster in the future on NVMe hardware to support several database servers.



StarWind vSAN provides the real-time storage redundancy that we require and even gives far better performance than the previous solution provided.

Brandon Robbins, IT Supervisor