

## Great Ormond Street Hospital Charity Case Study

Great Ormond Street Hospital Children's Charity raises money to enable the hospital to provide the latest developments in biomedical science and the best equipment. With more than 268,000 patient visits every year, the world-class hospital pioneer's new treatments and cures for childhood illnesses, giving hope to their young patients and their families.

The Charity currently store millions of records on donors and potential future donors, and they analyse that data to ensure that they engage with people appropriately. The Charity need to ensure that they always send relevant information to the right people, and that they don't send information that people don't want to see. The better they understand their donors, the more effectively they can engage with them, and the more appropriately their donors can engage with the Charity.

### A Solid Foundation for the Future

The Charity had been storing their data on NetApp systems for the past 8 years, but they were rapidly approaching end of life so a new storage solution was needed. Capacity, speed and performance were increasingly becoming an issue. But the Charity had mapped out their plans for the future and they knew their current NetApp system simply wasn't going to be able to cope.

The Charity were planning to build a business analytics platform and data warehouse and they knew their NetApp system would not have the performance to support the additional workload. The world of how they used data had also changed from when they bought the NetApp 8 years ago. The Charity were now using far more cloud-based services and the services they ran in-house were either not financially suited to cloud services, or require such specialist integration that cloud wasn't an option. The new solution had to be able to support this in-house workload.

### Looking for Replacement Storage

When the Charity started looking for replacement storage, they initially looked at the latest offering from NetApp as well as some other solutions, carrying out their own research and speaking to existing customers. They also spoke to the NetApp partner, who had



Great  
Ormond  
Street  
Hospital  
Charity

### Challenges

- Existing NetApp solution approaching end of life; issues with capacity and performance
- Future proof solution for a business analytics platform and data warehouse

### Solution

- Nimble Storage CS300, CS235 & Capacity Expansion Shelf with InfoSight

### Benefits

- At least 3 times faster than the previous NetApp solution
- Provision of a better and more cost effective solution
- Quick delivery of hardware
- Superior and knowledgeable support



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Storage / Virtualisation  
Backup / Recovery / Protection

managed and provided support for their installation, to see if they had any other solutions they could recommend, but they couldn't suggest any alternatives. The Charity then spoke to Nimble Storage who recommended Cristie Data, one of their leading resellers in the UK.

"In the end it really came down to either NetApp or Nimble", commented Gerard McGovern, Head of Technology at Great Ormond Street Hospital Children's Charity. Both solutions were presented with a list of requirements of what the Charity wanted to achieve in the future, but NetApp couldn't match Nimble. "If NetApp could have met all of our criteria we would have selected them, because over the past 8 years we'd built up such a knowledge of their product, how it worked and what it did. But it didn't come anywhere close to what the Nimble was going to be able to achieve."

## Complicated but Straightforward

The installation of the Nimble storage systems was both complicated and straightforward. There were things that the Charity needed to consider, like changes to their architecture, but the Nimble was never the stumbling block. The Charity also wanted training services as they had no previous experience of Nimble, but that was all included in their package.

Since the Charity have had the Nimble, it's been performing really well. They haven't fully launched their business analytics platform yet, but they've migrated over some of the old services that are not moving to the cloud. "The Nimble is fantastic," enthused McGovern. "It's significantly better than the NetApp, easily at least 3 times faster, easily. These projects are never simple, but it wasn't made any more difficult - in fact it was made slightly easier - by having Cristie Data and Nimble. When Cristie ordered the unit it arrived 24hrs later, which was brilliant. And Cristie know exactly where to go for support and how to help point us in the right direction when we need it, having direct access to Nimble support staff was also a great help."

The Charity also have InfoSight, Nimble Storage's predictive analysis engine which predicts and prevents issues. "It's nice to know there is someone else who is watching what we're doing and keeping an eye on

how our SAN is performing," commented McGovern. Although, to date the Charity have not had to log any support calls for any issues.

"We weren't looking for a direct one-to-one replacement for our NetApp, we were looking for a solution that was going to be cheaper, better and faster - it was a big ask," concluded McGovern. "These things are never easy to do, but having a solution that seamlessly fits together, has worked really well. It doesn't belittle the fact that it was a very complicated project, moving from one storage solution to another, but there was nothing along the way that Nimble made more complicated. In fact, if anything they've made it much easier and we've managed to achieve all of the things we wanted to when we scoped out this project."

"The technology from Nimble Storage is robust, fast and sophisticated," added Ryan Smith, Sales Director at Cristie Data. "Nimble is the leader in predictive flash storage solutions and recognised as being a visionary in the industry, with the ability to execute on that vision. All of our customers are seeing real business benefits from their Nimble installations."

### • About Nimble Storage

Nimble's flash storage solutions enable the consolidation of all workloads and eliminate storage silos by providing enterprises with significant improvements in application performance and storage capacity. At the same time, Nimble delivers superior data protection, while simplifying business operations and lowering costs. More than 9,000 enterprises, governments, and service providers have deployed Nimble's flash storage solutions across more than 50 countries.

<https://www.hpe.com/uk/en/home.html>

### • About Cristie Data

Cristie Data have been IT infrastructure and data management specialists for over 40 years. We take a consultative and platform agnostic approach to any customer project and advise on solutions that are best aligned to your businesses. [www.cristie.co.uk](http://www.cristie.co.uk)