

RED HAT STORAGE SAVES CUSTOMERS MONEY AND IMPROVES PERFORMANCE

CUSTOMER SUCCESS 3-IN-1

	FICO	CASIO	intuit
COMPANY	FICO	Casio	Intuit
INDUSTRY	Financial services	Consumer electronics	Financial services
GEOGRAPHY	San Jose, California, USA	Tokyo, Japan	Mountain View, California, USA
SOFTWARE AND SERVICES	<ul style="list-style-type: none"> • Red Hat Ceph Storage • Red Hat Enterprise Linux® OpenStack® Platform • Red Hat CloudForms • OpenShift by Red Hat • Red Hat Enterprise Linux 	<ul style="list-style-type: none"> • Red Hat Gluster Storage • Red Hat Enterprise Linux • Red Hat Enterprise Virtualization 	<ul style="list-style-type: none"> • Red Hat Gluster Storage • Red Hat Support Technical Account Manager (TAM)
HARDWARE	<ul style="list-style-type: none"> • Cisco UCS rack servers 	<ul style="list-style-type: none"> • IBM System x servers 	<ul style="list-style-type: none"> • HP ProLiant DL170e G6 servers
SUCCESS SUMMARY	FICO wanted to address mid-market customer requests for solutions without on-premise installation. FICO chose to transition from an on-premise model to a cloud- and services-based infrastructure based on Red Hat solutions, including a dual storage approach using SolidFire and Red Hat Ceph Storage.	Casio relied on monolithic storage virtualization products to use its storage environments for server virtualization. However, the storage hardware was extremely expensive and required vendor operation and maintenance. To lower costs and enable self-operation and maintenance, Casio migrated to Red Hat Gluster Storage.	Intuit needed fast, reliable, and cost-effective storage for TurboTax, its flagship tax preparation software. To help ensure high availability, Intuit needed to replicate up to 200TB of customer data between two datacenters. Intuit chose Red Hat Gluster Storage and succeeded at a far lower cost compared to proprietary storage systems.
BENEFITS	<ul style="list-style-type: none"> • Generated US\$10 million in sales to new customers • Reduced solution time to market by 50% • Lowered storage costs by 60% 	<ul style="list-style-type: none"> • Reduced storage costs by 50% • Increased flexibility and scalability • Gained centralized infrastructure management of server and storage environments 	<ul style="list-style-type: none"> • Reduced storage cost per terabyte by a factor of 16 to 1 • Achieved constant high availability by eliminating single points of failure • Gained recommendations for IT best practices
TESTIMONIAL	<p><i>"With Red Hat solutions on Cisco UCS hardware ... we can create new offerings while controlling our data, workloads, compliance, and security."</i></p> <p>- FICO</p>	<p><i>"Our costs, including various procurement costs and operating fees, fell to less than half of what they had been before implementing Red Hat Gluster Storage."</i></p> <p>- CASIO INFORMATION SERVICE, CO., LTD.</p>	<p><i>"... Going down a new path sometimes means taking risks, [but] the rewards can be huge if you can deliver breakthroughs in performance and scalability while reducing costs. Red Hat enabled us to do that."</i></p> <p>- INTUIT TURBOTAX</p>

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