

# Budd Van Case Study

## Budd Van Lines Keeps Storage Data Moving with Nexenta

Somerset, New Jersey  
[www.buddvanlines.com](http://www.buddvanlines.com)  
Logistics and Transportation



### Summary

**Challenge:** Dramatically increasing demand for storage of video surveillance and Internet of Things data

**Solution:** NexentaStor

**Platform:** VMware, Supermicro, Seagate

**Use Case:** High-Performance Storage

**Benefits:**

- Cost savings
- High availability
- Certification / Interoperability
- Responsive support

### Business Overview

Not everyone enjoys the process of moving all your important belongings from one place to another, but if it has to be done then you want the best services and support you can get. That's where Budd Van Lines comes in.

Headquartered in Somerset, New Jersey, Budd Van Lines is a nationwide independent household goods carrier specializing in relocating corporate executives. Budd Van Lines is an independent nationwide carrier, not an agency system. Each and every relocation provides a highly personalized, superior moving experience.

Budd Van Lines currently has service to all 48 contiguous states, with six warehouses and a widely dispersed staff divided between relocation teams, warehouse staff, office workers, and remote sales offices. The combined 400 employees make sure that everything goes smoothly for the more than 6,000 relocations Budd handles each year.

Budd Van Lines experienced a dramatic surge in data storage demand as a result of the company's 2012 switch to 1080p security cameras. And while company growth is a net positive, the ongoing accumulation of both corporate data and video surveillance was overwhelming the company's data storage infrastructure. More information was being captured and retained for longer periods of time. The cameras helped to improve freight security and employee safety, but the existing SAN was incapable of functioning at this level without a complete upgrade and the NAS was similarly overburdened.

“  
*Three years ago the price of our Nexenta implementation was initially a huge driver, but it was the performance that astounded us. Replication, in-cache memory, and tiering capabilities are why we are so pleased with our implementation.*  
”

Doug Soltesz

CIO  
Budd Van Lines

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## Challenges

Budd Van Lines' CIO Doug Soltesz was introduced to Nexenta at VMworld in 2011. With NexentaStor, Budd Van Lines increased its video storage capacity from one terabyte to 84TB, its VMware capacity from 11TB to 32TB and its replication and archive capacity from 0TB to 32TB – yielding 148TB of raw data in total. This capacity accommodated the new cameras, improved its I/O ratio by nearly 300 percent, and established an off-site backup location to keep the company online in the event of a disaster.

Because Nexenta's solution abstracts the storage software layer from the underlying hardware, customers can use legacy standard hardware. This reduces storage infrastructure costs and also frees the customer from vendor lock-in. Budd Van Lines was able to source its hardware needs from Supermicro, and has come to rely on expertise from the reseller Coastline Micro.



## Solution and Benefits

More recently, the company installed GPS in all of its trucks. While the data from that source is collected via a SaaS application, the analysis of the data is handled in-house, requiring more storage capacity. This Internet of Things initiative helps Budd with asset management, truck re-routing, and keeping drivers safe by monitoring hours driven.

### Solution

NexentaStor is now running Tier 1 storage for Budd, including powering more than 100 virtual machines. NexentaStor also is ensuring that 6TBs of production data is replicated every fifteen minutes.

"I've always wanted this level of replication but couldn't justify the cost," says Soltesz. "Where some Software-Defined Storage (SDS) solutions don't even offer replication, Nexenta not only offers it but we have an RPO of 15 minutes in place, which is pretty amazing considering it is running on commodity hardware. We have three years of snapshots ready to go at any time."

Soltesz also found that industry standard hardware is easier to repurpose. When rotating hardware out, Budd has turned the Nexenta boxes into thin clients, Windows or Linux devices, and even been able to donate them to charity.

"I'm not ready to retire our Nexenta SAN yet, but when I am, the underlying hardware still has value, which isn't the case with legacy storage companies. You can no more repurpose a NetApp system than you can turn an old waffle iron into an espresso machine," says Soltesz.

### Benefits

Cost savings, high availability, certification, and support have been the most significant benefits of the Nexenta solution for Budd. "The amount of money I've saved in support alone has paid for the Nexenta system. If we had gone with NetApp or EMC we would be paying at least five times as much. And not only was the price of the Nexenta implementation less than other SDS companies, the performance is flat-out better."

"Even the SDS vendors that drop their prices in order to compete with Nexenta still try to hit up customers later with support costs," he added.

"Having two controllers with NexentaStor HA is Nexenta's main differentiator vs. commodity ZFS in my opinion," says Soltesz. "High availability combined with ZFS is the primary reason we are so pleased with our implementation."

The fact that NexentaStor is certified by vendors such as VMware means that Budd's Nexenta solution can co-exist with the virtualization environment. "I need those two software companies to communicate with each other and the certification assures me that they can," says Soltesz.

"Everything I own eventually breaks; that's the reality of the software industry," says Soltesz. "So I need to know that when I do call support I'll get the attention I need. I have had three issues with Nexenta in three years and they have always resolved everything quickly and expertly. They aren't just trying to clear a ticket like some companies I've had to deal with; they are trying to solve my problem."



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