



Innovation Pitch - TWT

Digital 360 Innovation Awards - Lazise

Davide Marini
District Sales Manager NetApp
July 2018





TWWT

- Born in 1995 as a Telecommunication Company
- B2B target in the Enterprise market segment
- integrated, innovative TLC and ICT “turnkey” solutions
- Support customers in the digital transformation journey thanks to solid skills, advanced solutions and continuous research and development competencies
- Xxx employees, yyy in the R&D department
- Dedicated Customer Service, 24/7 Help Desk service
- Offering for wholesale Partners

Complete and «turnkey» portfolio

ICT Services

- CLOUD
- UNIFIED COMMUNICATION & COLLABORATION
- DATA CENTER
- STORAGE

TLC Services

- CONNECTIVITY
- VOICE SERVICES

FAST, SIMPLE, FLEXIBLE, BOLD, COMPETITIVE, INNOVATIVE

Business Needs & IT Transformation journey

The Challenge

BUSINESS STRATEGY

TWT wants to expand customer base focusing on Enterprise Market that typically request higher level SLA, High Availability services, cloud services and strong International footprint

TECH CHALLENGE

Today storage solutions do not meet new requirements to go “big and fast” with higher availability.

Existing IT infrastructure is becoming old, with limited performance and scalability

OPERATIONAL CHALLENGE

- Enable wide and innovative ICT Service portfolio
- Reduce operations costs
- Consolidate, refresh and transform
- Be more agile
- Improve replication services and enable business continuity portfolio
- Enable new test & dev models

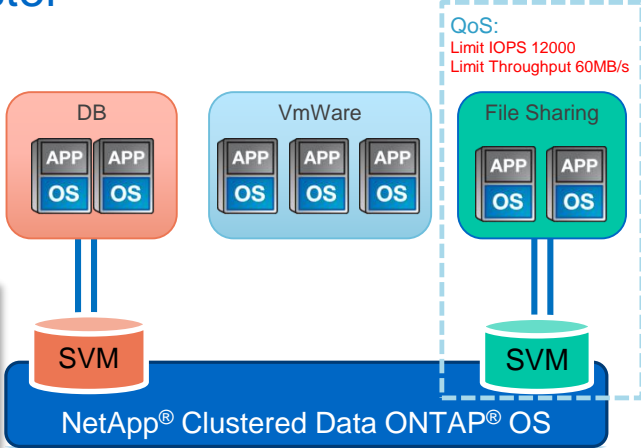
MARKET CHALLENGE

TWT clients asks for new Enterprise-grade Data Centre and Cloud Services ontop of existing Communication and Voice Services

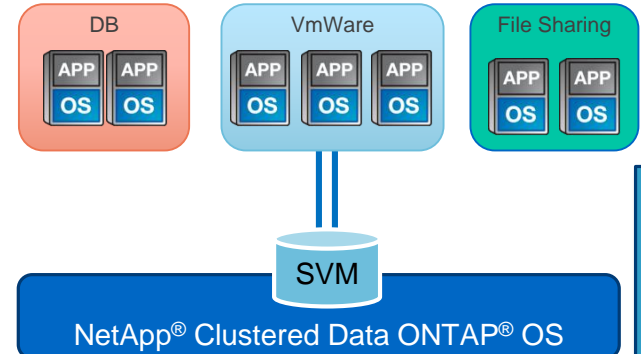
The Solution

Flash, Metrocluster

Sito A



Sito B



• Storage Virtual Machine per creare ambienti storage isolati e Multi-Tenant

• Metrocluster Clustered Ontap® enables business continuity and continuous availability **beyond** the data centers

• Movimentazione a caldo dei dati tra Controller, Aggregati, FlashPool

• QoS integrato, attivabile sulle SVM, Volumi, LUNs, porte FC, ecc...

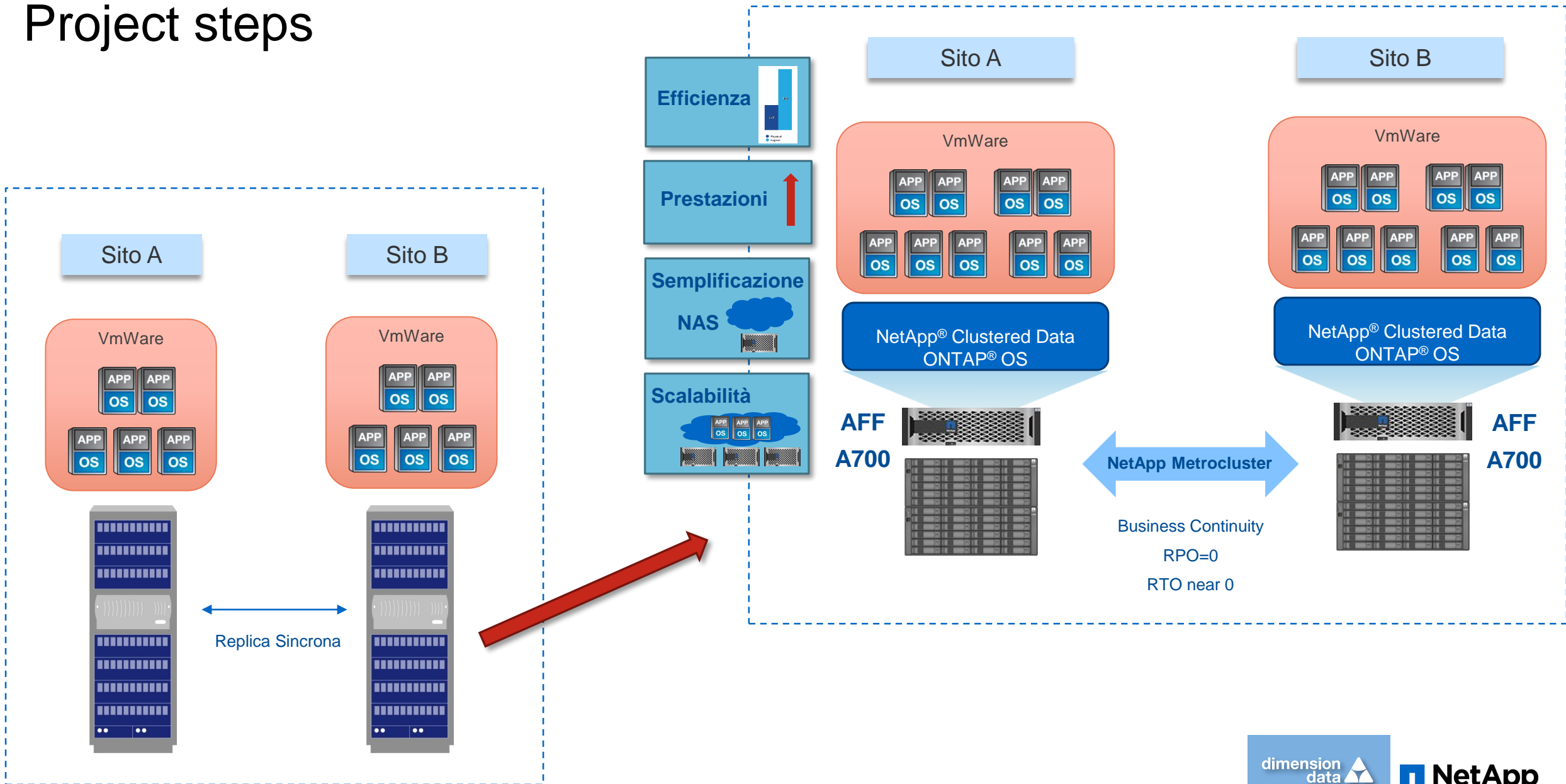
• Site Switchover Single Command o Automatizzato

• Replica dei dati integrata: non richiede attività di configurazione

• Gli ambienti applicativi possono lavorare con un'unica istanza del dato, la replica è demandata allo storage, la continuità di servizio dei dati è demandata allo storage

• Doppia controller per sito: la quasi totalità dei failure è gestita localmente

Project steps



Business & Technical outcomes

BUSINESS OUTCOMES

- TWT can now move in the journey **from TLC to full IT player** in the Italian market
- The new deployed solution enable the activation of a **full portfolio of data centre and private cloud services** powered by the new Enterprise-grade IT infrastructure
- **Single platform** for development, test and production that enable cost reduction and simplify management and operations
- **Future-proof infrastructure** ready for expansions with minimum impact on operations and management

TEHNICAL VALUE OF THE SOLUTION

Resiliency of the new storage infrastructure increase the existing services SLA and enable high availability and business continuity service portfolio

All Flash NetApp storage improves the overall IT infrastructure performance

- 500.000 IOPS, throughput of 40GB per second
- fiber optical connection between the two data centres in MetroCluster configuration also simplify the connectivity
- enable agile scale-out growth for future expansions with no disruption for superior investment protection

SAN and NAS multi-protocol support enable great usage flexibility



Thank You