



# Syniverse Achieves Scalable Higher-Performance, Lower Cost Storage With MTI

*MTI designs and implements new streamlined storage for Syniverse*

"The recent merger with another company meant that the growth forecasts for volume of storage have multiplied and therefore it was time for us to invest in a more suitably designed storage strategy and this is where MTI truly excelled. We have successfully been working with MTI for more than ten years and find that the quick access to support and sales staff a key differentiator that we have come to rely on over time."



**Michel Pouset, Vice President & Managing Director,  
Syniverse Technologies GmbH**

## Overview

Syniverse Technologies solutions allow more than 600 communications companies in over 120 countries to provide seamless mobile services by making it possible for disparate technologies and standards to interoperate. Syniverse's flexibility and customer focus permit its customers to quickly react to market changes and demands, enabling the delivery of everything from voice calls to sophisticated data and video services wherever and whenever subscribers need them. With more than 20 years in the industry, Syniverse is headquartered in Tampa, Florida, U.S.A., and has offices in major cities around the globe. Syniverse is ISO 9001:2000 certified and TL 9000 approved, adhering to the principles of customer focus and quality improvement practices.

## The Challenge

Syniverse needed to consolidate several heterogeneous storage systems that at the time were supported by service contracts tied to a number of different partners. These included MTI (for two EMC Clariion CX400s and a Vivant system) and Dell (for two EMC Clariion CX700s); in addition, the entire Fibre Channel Storage Area Network (SAN) infrastructure needed to be streamlined. Syniverse was looking to achieve these objectives through a single service partner.

When the service contracts for EMC arrays were about to expire the team decided that was the right time to finally upgrade and consolidate this storage hardware to ease its managements and enhance its performance.

## The Solution

Having worked with MTI for over ten years, Syniverse took went ahead with the reseller's proposal and deployed an EMC Clariion CX3-80 and two EMC Celerra NS40G as part of a strategy designed by MTI that includes widespread use of 4GB Fibre Channel Technology. Today the organisation relies on two datacentres located in Germany (Rüsselsheim and Frankfurt - 50km cable-distance) which are synchronously mirrored over dark fibre DWDM, i.e. the data from the two storage systems is on high availability and provide on a high level of data protection within a manageable budget. This set up is made possible by the deployment of

EMC's mirrorView, SnapView, and Navisphere Analyzer software. Additional features are available thanks to an EMC Connectrix switch based on Brocade technology.

As part of the service contract MTI trained all the Syniverse IT staff to ensure they could run the daily administration of the new solution autonomously and therefore more cost-effectively. The entire project, from ripping the legacy arrays to deploy and testing the new ones and migrating all the data was completed in just three months, within the initial deadline agreed by the two companies. Today MTI is also a Syniverse partner for SUN Solaris server systems.

Thanks to the ten-year partnership MTI knows the Syniverse environment very well and as a result was been able to address any new data storage challenge the customer faced, quickly and with the most effective solution. Designing, sourcing and deploying a new storage infrastructure is not rocket science, provided the reseller knows the environment, understands the customer's challenges and requirements, and is familiar with the latest technologies available on the market.

## The Benefits

Following the deployment of the strategy designed and implemented by MTI, Syniverse is already reaping the benefits of a streamlined storage infrastructure including lower maintenance costs, higher performance and significantly easier overall storage administration. The company is also enjoying the advantages of a consolidated external storage infrastructure that will seamlessly scale over the next three years to accommodate the massive data growth the company is set to experience. In addition of course to the ability to quickly and seamlessly add capacity to the existing hardware.

Over the coming months MTI will help Syniverse to centralise its UNIX home directories as well as some remaining external storage that is yet to be brought inside the new strategy.



## About MTI

MTI is a leading international provider of consulting services and comprehensive information infrastructure solutions for mid to large-size organisations. With more than 20 years of expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support whole-office data storage and backup initiatives. MTI enjoys strategic partnerships with industry leaders. MTI offers the best data storage, protection and management solutions available today. By employing a strategic, consultative approach, MTI provides customers with a single point of contact that eliminates complexities while delivering operational efficiencies and competitive advantages. More information is available at [www.mti.com](http://www.mti.com)

## Case Study

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