

## CASE STUDY

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Solution-Soft



### ABOUT TUFTS HEALTH PLAN

Founded in 1979 as a non-profit health maintenance organization (HMO), Tufts Health Plan is the country's 12<sup>th</sup> largest HMO with a current membership of 937,014. With corporate headquarters in Waltham, MA, Tufts offers a full range of healthcare coverage options to individual consumers through employer groups and is ranked third in the country for overall member satisfaction according to *USA Today*.

### THE STORAGE ISSUE

Today's e-Commerce, network globalization, large email installations, document imaging and other forms of data are pushing storage technologies to the limit. Corporations of all sizes are reevaluating their storage budgets in an effort to keep pace with overwhelming amounts of data and, with SAN (Storage Area Network) interoperability still in question, there has been little relief in sight.

While the price per megabyte of disk space continues to drop, applications tend to use more data, and companies are keeping data around longer. Adding more disk space becomes a temporary solution for a permanent problem. Disk space needs continue to grow, consume hardware budgets and force IT departments to manage larger quantities of data.

### TUFTS HEALTH PLAN'S PROBLEM

Since Tufts' inception, they experienced space problems on one of their HP3000 production systems, a system that contained primarily static data that needed to be stored on-line. In addition, their test systems contained data that needed to be stored and moved quickly. Prior to implementing e-Space, they were storing data to tape and restoring it as needed. This resulted in a continuous cycle of purchasing more drives to accommodate space requirements.

### THE e-SPACE SOLUTION

e-Space is the only software that automatically compresses data files and archives them online, based on assigned policy. Benefits to the enterprise include increased online storage capacity, less downtime, and savings in storage management time and cost. Time is saved in performing faster network transfers, restores, and disaster recovery.

In the past, common solutions for increasing online storage space have included archiving files offline or near line, to tape or to HSM. These methods were time-consuming and made the data less accessible for quick online use. Manual compression software products have been inefficient for general archiving, because they change the file names or attributes and make it hard for users to find and use their files. e-Space compresses files, without changing the names or attributes, so that the files remain online for easy user access 24x7-for e-business, regulatory compliance, customer service, and historical analysis.

With the implementation of e-Space, Tufts Health Plan saved 450 million sectors of disk capacity without having to move files off the system to tape. Recapturing this useable disk space translates into annual savings of approximately \$45,000. Tom Trebino, Systems Administrator at Tufts explained, "e-Space has allowed us to store some static databases on-line as opposed to stores and restores. On our test systems, it has allowed us to perform on-line backup and restores faster without operator intervention." Trebino continued, "With the addition of e-Space, we are more responsive to our applications group's needs, providing faster and more accurate restores by storing the databases on-line and doing disk to disk restores."