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Go further, faster



## Spotlight on Success

# The Shelter Group Partners with CTI, VMware, and NetApp to Streamline IT

### IN THE SPOTLIGHT

#### Customer

- The Shelter Group
- Baltimore, MD
- [www.thesheltergroup.com](http://www.thesheltergroup.com)
- Industry: Property Management

#### *The SHELTER Group*

#### NetApp Partner

- Continental Technologies, Inc.
- [www.webcti.com](http://www.webcti.com)



"We are achieving substantial performance, utilization, and administrative efficiencies with VMware and NetApp. This helps us effectively manage business growth while reducing operating costs."

**Sandy Scheuerman**  
Director of Information Technology  
The Shelter Group

### CUSTOMER PROFILE

Headquartered in Baltimore, Maryland, the Shelter Group is a national real estate development and property management company specializing in multifamily and senior living communities. From its founding in 1977, the value of Shelter's development portfolio has grown in excess of \$1 billion. The firm's portfolio contains a broad range of properties in diverse settings, affordable apartment communities and, through its Brightview Senior Living division, service-rich independent and assisted-living communities for seniors.

### CUSTOMER CHALLENGES

- Replace an aging IT infrastructure and centralize storage to support projected growth of 20% per year over the next five years.
- Deliver resilient application support and performance for a critical Microsoft® SQL®-based line-of-business application.
- Improve scalability to address increasing data retention requirements, including Cisco unified communication (VOIP) voice files and scanned remote site documents.
- Streamline server and storage management for greater efficiency.

### SOLUTION

- Engage CTI for an end-to-end IT assessment, infrastructure design, and implementation.
- Use VMware® to virtualize servers for more efficient expansion and support.

- Consolidate direct-attached storage silos and streamline storage on NetApp®.

### BENEFITS

- Established a reliable, fault-tolerant storage infrastructure
- Centralized and simplified enterprise-wide storage management
- Established flexible scalability needed for growing storage and retention demands
- Reduced backup time from 6–8 hours to just seconds and recovery time from 48 hours to less than 1 hour
- Achieved 35% storage space savings with NetApp deduplication
- Reduced the number of physical servers from 12 to 5 with VMware virtualization
- Accelerated line-of-business application performance by 50%

### NETAPP PRODUCTS AND SERVICES

- NetApp FAS2050 storage system
- NetApp deduplication
- NetApp Snapshot™
- NetApp SnapManager® for Virtual Infrastructure
- NetApp SnapManager for Microsoft Exchange
- NetApp SnapManager for SQL Server

### ENVIRONMENT

- Applications: VMware, Microsoft Exchange, internal property management applications
- Databases: Microsoft SQL Server
- OS: Microsoft Windows® 2003 and 2008
- Protocols: CIFS, NFS, IP SAN (iSCSI)

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