

Case Study

ENERGYSOLUTIONS — BUILDING A COST-EFFECTIVE DISASTER RECOVERY SITE WITHOUT COMPROMISE



CHALLENGE

EnergySolutions needed to establish a disaster recovery (DR) site to ensure business continuity, but the project faced two major roadblocks.

The customer initially engaged NetApp, who proposed an AFF-C250 solution offering 120TB usable storage at a cost of \$130,000, including three years of support. To meet the 300TB target, NetApp claimed the array's deduplication features would bridge the gap, but understandably, EnergySolutions remained skeptical of achieving those numbers in real-world use.

SOLUTION

Pre Rack IT stepped in to reimagine the project from both a technical and financial perspective.

- **Storage:** We proposed a Certified Pre-Owned NetApp AFF-A800 configured with 30 x 15.36TB NVMe SSDs, providing 300TB usable capacity before dedupe — more than double the usable capacity of the new AFF-C250 proposal.
- **Networking:** To address networking costs, we supplied Certified Pre-Owned Cisco Nexus switches already equipped with perpetual LAN Enterprise licenses.

RESULTS

By sourcing high-quality, certified pre-owned infrastructure, Pre Rack IT delivered a complete, enterprise-class DR solution at a fraction of the original budget.

EnergySolutions gained:

- 2 additional years of full support coverage
- 2.5x the storage capacity
- Enterprise-class networking without annual licensing costs
- Over \$50,000 in upfront savings

All for the same price as a single new AFF-C250 system.

Customer Overview

EnergySolutions is a recognized industry leader specializing in the safe management, transportation, and disposal of radiological materials. With operations spanning complex regulatory environments, system reliability and data protection are non-negotiable.

Client Challenges

- **High Storage Requirements:** The DR site required 300TB of usable storage, a significant capacity need for a secondary environment.
- **Network Licensing Costs:** The cost of Cisco's annual network licensing was projected to push the project well beyond budget.

Pre Rack IT Solutions

- Proposed a Certified Pre-Owned NetApp AFF-A800 configured with 30 x 15.36TB NVMe SSDs.
- We supplied Certified Pre-Owned Cisco Nexus switches already equipped with perpetual LAN Enterprise licenses

Pre Rack IT is an IT hardware company that specializes in providing high-quality pre-owned IT equipment to businesses of all sizes. We offer a wide range of preowned IT hardware products from industry-leading brands, including servers, storage devices, and networking equipment.