

# MaxAttach™ network storage provides fast, portable storage for Point2Point Solutions.

**Application:**  
File sharing/application sharing

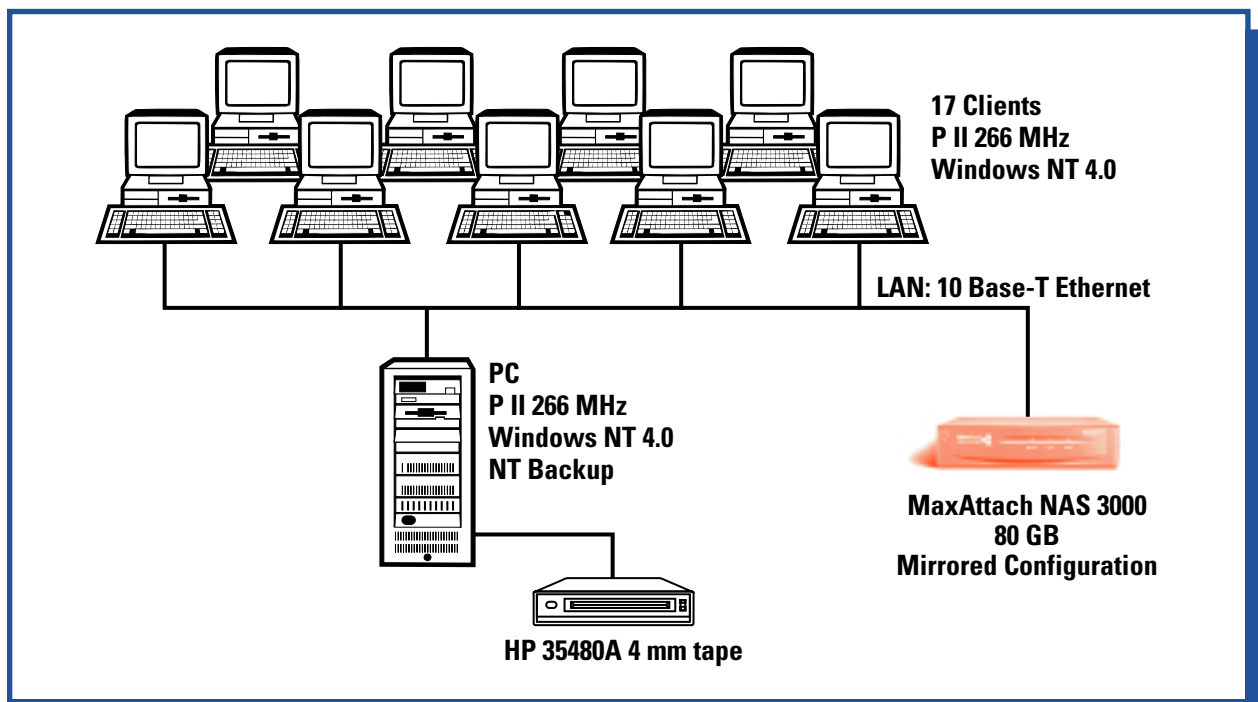
**Client:**  
Point2Point Solutions  
Santa Clara, CA

Point2Point Solutions is a fast growing consulting firm and integrator of CRM (Customer Relationship Management) software. Using standard CRM software as a template, Point2Point develops and installs applications tailored to the customer's individual requirements. As a result, Point2Point's network must allow efficient access to large files consisting of

application software, customer databases, and source code files generated for their customers.

At Point2Point, 17 users running Microsoft NT 4.0 Workstation are linked to a PII 266Mhz server with 512MB memory via 10 Base-T Ethernet. This server was originally used as both a file and database server. In their new environment, the file serving function is now handled by a MaxAttach NAS 3000 80 GB appliance. Mike Sadowski, principal of Point2Point, states that by allowing them to use the existing server as a dedicated database server, MaxAttach NAS 3000 solved several problems.

Point2Point customizes several versions of the Clarify CRM software that are provided on CD-ROM. They needed a way to store the application, but as Sadowski observed, "The problem was the sheer size of the application. Each version of the software may add up to 1 GB spread across 10 CDs. We could have gone to a CD-ROM tower server, but that would have been very expensive since it would have needed many CD-ROM drives. With MaxAttach NAS 3000, we are able to load all versions



*Clients can directly access large application files on MaxAttach NAS 3000, offloading the NT server which is now used as a dedicated database server.*

of the entire application onto one device, which keeps the software on-line.”

Since the MaxAttach NAS 3000 appliance is configured with two 40 GB drives, they chose to mirror the data. MaxAttach NAS 3000 is backed up with Microsoft NT Backup to an HP35480A 4mm-tape drive.

### **Simple and Portable**

The average size of Point2Point’s customer’s database image is 2 GB. Before MaxAttach, Point2Point would procure customer’s files on 4mm, 8mm or DLT, and because the databases were so large, they frequently could not fit on one tape. Loading these files onto Point2Point’s server was a tedious process. Now, says Sadowski, they simply “bring the MaxAttach to the customer’s site and attach it to their network to download the files. It doesn’t matter what media they are using.”

### **Flexible and Secure**

MaxAttach NAS 3000 serves as a central repository for project files consisting of code files, data extracts and database dumps. Customer information regarding individual projects can also be retrieved. Workgroups are set up just like a traditional file server so clients can directly access the files. MaxAttach NAS 3000 also stores corporate documents, such as proposals, letters, contracts and project plans in addition to the company’s internal QuickBooks accounting data.



### **Even More Advantages**

Once he decided that network storage might be the answer to his company’s data storage dilemma, Sadowski researched computer catalogs for solutions. He looked at several other products such as the Snap Server and found the price/performance of the MaxAttach to be superior. Installation was a breeze.

Sadowski summarizes by saying, “We keep finding more advantages in using MaxAttach versus other alternatives. We did not have to license an NT server and we did not need a keyboard or monitor, as with a traditional server.” MaxAttach NAS 3000 provided a single point solution for the many data storage and retrieval issues at Point2Point Solutions.

**For support or information, call us at 1-800-4MAXTOR or visit us at [www.maxtor.com](http://www.maxtor.com)**

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