

## V-locity Customer Testimonials

"V-locity has consistently increased the performance of our VMs. These noted performance gains are even more readily apparent to our administrators through usage of the new Benefit Analysis functionality. This feature not only allows us to more easily generate reports that visually show the benefits of the product but it also provides us with great documentation for demonstrating the benefit of V-locity to our managerial staff. For example, one of our Remote Desktop Session host servers experienced a 190% improvement in normalized I/Os per second while latency was reduced by 190% as well. We particularly like the IntelliWrite technology."

**Bryan Stephens, Technology Services Specialist, Angelo State University**

"After installing V-locity, I was surprised to see that it does much more than ever expected. Obviously it does optimization but also offers two killer features that are only available on high level SAN's. These include RAM caching and the automatic zeroing out of unused data blocks.

RAM caching - Expensive SAN's use SSD to cache disk IO. But the full data bandwidth still needs to move over the wire to get to the disks. Once the data is written to a SAN, only then is it moved to the cache. This means the ISCSI/FC adapters can still be a bottleneck. Or for locally attached storage, depending on the type of disk pool, the bottleneck might still be at the controller.

Thin-Provisioning and the zeroing out unused blocks – SAN's can have trouble reclaiming space for thin provisioning. Deleted data may be marked by the OS as such but the SAN doesn't necessarily know that the data sitting in the block is no longer needed. It doesn't read minds, therefore it's unable to reclaim the space and Thin Provisioning becomes 'Not-so-thin Provisioning'. Over time this could lead to a tremendous amount of wasted, and very expensive, LUN space.

"These two features improve three key areas: Disk performance, Controller / HBA bandwidth, Disk space."

"This product reduces the need to purchase additional SAN disk space and even avoid an upgrade to a more expensive SAN. Plus it's easy to give V-locity a try to see if hardware upgrades are even necessary."

**Bill Louth, Senior Systems Administrator, TSG Resources, Inc.**

"V-locity increased the performance on my virtual desktops. On average, latency was reduced from 4.81ms to 1.69ms largely due to the new IntelliMemory Caching technology in V-locity. V-locity also aids in managing the virtual disk with IntelliWrite which prevents the OS from breaking apart files, writing them in a performance penalized manner. It also helps recover unused space which allows for better density on my network storage."

**Ken Christman, MIS Manager, SERA Sustainable Design for the Built Environment**

"I forgot [V-locity] was running in the background working its magic. It has such a low footprint, I didn't notice. We had one server show a 40% I/O response time improvement, with 65% IOPS improvement. This came to be the new normal. On one server I had 91% of fragments prevented or eliminated! That saves me from running a defrag after hours that would take a lot of time, and cause tremendous I/O overhead.

**Chris Gahlsdorf, System Administrator, Northwest Human Services**

"V-locity deployed seamlessl. With V-locity's new suite of features, the I/O on our drives is better than ever! We no longer see any latency issues when accessing any of the files."

"I really enjoy the Benefit Analyzer benchmark to see how well the system is now running. The Benefits Analyzer reports are great at giving me the most up-to-date information all in one location. This makes it very convenient.

**Brandon Butler, IT Manager, Professional Medical Services**

"V-Locity had a very noticeable impact on the performance of my virtual Exchange and web servers. V-Locity saved 10% of the I/Os from ever going to the drive. It also improved the average I/O response time by 43%! My Exchange server is noticeably faster.

"I can't wait to install this on ALL of our virtual machines. V-Locity proactively increases I/O performance on virtual servers and pays for itself many times over!"

**James Wood, Systems Administrator, Game Development**

"V-locity is an excellent set-and-forget product that greatly increased the performance of our Hyper-V VM's. Not only does it perform exceptionally, but it has excellent reporting features showing the system improvements. I love it!"

**Brad Buckles, IT, JBS USA**

"I saw how quick & easy the install of V-locity was, and I was very glad that I didn't notice any negative impact. The Benefits Analyzer reporting tool was useful in showing me the increased performance I was getting with 12% increased I/O and 33% decrease in fragmentation. It was obvious to me that ConduSiv spent a significant amount of time developing the user interface for the day-to-day users comfort and understanding."

- 12% Average I/O Response time
- 20% I/Os cached (IntelliMemory)
- 90% Fragments prevented or eliminated

**Intel System Administrator, ITS/Administrative Information**

“The improvement in performance from installing V-locity, was measured by individual experience, conjecture from the IT people using this product, versus users not using this product in our testing environment. V-locity showed increase in performance as dramatic as cutting latency by 50% (30.0 ms to 15.0ms).”

**Adam Williams, System Architect/Application Developer, Aventura**

“With V-locity, we have delayed investment in additional hardware. We’ve virtualized servers that used to run on dedicated storage, and now we’re using our resources much more efficiently.

“SQL queries are considerably faster, and workloads previously processing 3GB of data within a 24-hour period are now processing 9GB within the same period. [Backups] used to run at 10MB per minute, and sometimes didn’t complete at all. Now they run at 60-120MB per minute, and complete successfully.”

**Adam Moore, OSS Systems Integration, Bell Mobility**

“The ‘45-second query’ became notorious around here—synonymous with the frustration my users were experiencing when trying to perform basic tasks. [After 3 months of system tuning and hardware upgrades] the infamous 45-second query went down to 25 seconds, which was nice, but not good enough. That’s when we brought in V-locity and it knocked the door down.

“Around that time [of the hardware upgrades] we heard about V-locity, so we tested it on one of the Cognos servers and couldn’t believe the improvement. We rolled out V-locity on all the Cognos VMs, ran the same query, and got the time down to 15 seconds instantaneously. I wish we had V-locity sooner—it would have saved massive effort and solved our problems much earlier in the process.

“I/O counts were cut by 53% overall, so every virtual system we have was seeing major performance improvement. On the database servers we were getting average response time improvements of 145%. The unexpected surprise is that our backup times have been cut down from hours to minutes. We were amazed—I can’t say enough.

We outgrew the Dell EqualLogic so the SAN upgrade was necessary; however, V-locity saved us from over-purchasing hardware to get that boost in performance. I definitely recommend V-locity as the first ‘go-to’ option for anyone experiencing application performance pains.”

**Chris Mueller, Systems Administrator, SunCoke Energy**

“I was coming in early every month to reboot everything, just to gain more speed during end-of-month reporting. This isn't a workable long-term solution, particularly for our users, who were experiencing the worst of it.”

“We were referred by MEDITECH directly, so we started the assessment. If V-locity did what it claimed—without having to upgrade the SAN or add hardware—it was by far the best solution. So we deployed V-locity to all 60 [MEDITECH] servers and started measuring results.

“The feedback I'm getting from the Team is very positive; they are seeing major improvement. Before V-locity, the EDM tracker took seven seconds to load two patients. With V-locity it's now taking only four seconds to load six patients. Compiling a list of 16 patients took 13 seconds. With V-locity it now takes only five seconds to load 19. That's a major improvement when you're talking about a busy day in the ER.

“Across all 60 servers, we're seeing an average increase in IOPS of 225% and response time improvement of 67%.

“I can safely say this will put an end to our monthly reboots, and defer upgrading the SAN in the near future. I'm now looking to deploy V-locity on our other I/O-intensive applications.”

**Ryan Barker, Technology Specialist, Hancock Regional Hospital**

“I would receive regular calls about applications not working and front-end systems crashing. We were being asked to troubleshoot on a regular basis and, even though we made several fixes, we just couldn't find the problem—we thought it was old hardware. It was a very stressful time. If we don't operate at peak efficiency during an intensive period of two weeks, we lose money; students will just go and enroll elsewhere. We did look at putting flash cards in the server, but after testing V-locity on the MIS servers, it showed massive improvements almost immediately.

“When we upgraded the storage infrastructure, we wondered whether V-locity would make a difference on the new systems. But because it removes unnecessary I/O, as well as caching hot data blocks in RAM memory, we decided to install it across all the servers. The feedback from management and staff is overwhelmingly positive. They are amazed at the before/after difference in running V-locity, even after the technology refresh. Application requests used to be measured in minutes—now they take seconds.

“We have seen performance improvements of 522% on our SAP Crystal Server, 190% on the MIS student enrollment application, and an 85% improvement on our Exchange Server. In addition to achieving these results, the fact that V-locity works automatically and silently in the background—without competing for resources—is a major benefit that saves time and effort.”

**Steve Bettoni, IT Procurement Officer, Stockport College**

“We support a large team of designers, mobile Salesforce users, support staff, accounting, and customer service, so performance problems affect every corner of our business. Eliminating performance calls had to be our first priority. We were spending so much time troubleshooting and tweaking, there was little time left for R&D projects or discovering new technologies.

“We ran [V-locity] in testing for several days, and not only did we see performance increase right away, I was no longer running to every server doing health checks constantly. To top it off, running V-locity was seamless. We deployed V-locity on every server in our VMware cluster to maintain our SAN because of the amount of traffic we have.

“Our SAN is past the usual lifecycle for a SAN, but with V-locity, there is no need to upgrade or replace it. I can supplement it, but I don’t have to replace it. The decrease in I/O being pushed to disks has been so dramatic that our full backups went from being measured in a day to being measured in a few hours.”

“We no longer have latency issues—everything runs as efficiently as possible. Considering the number of users, the size of the files they work with, and the I/O-intensive workload we handle, there’s a lot of potential for complaints. Since V-locity, we have none—those issues don’t exist.

“We’ve seen an 80-90% increase in application response time for SQL, email, and other critical apps. I wouldn’t run our environment without it. V-locity is proactive, it’s seamless, and I’d recommend it to any organization with significant I/O demand along with users that need the best performance.”

**Roberto Delvecchio, Creative Office Pavillion**

“We were losing hours of productivity during our busiest time. So when I got an email about V-locity software and application performance, it was perfect timing.

“We started the evaluation [of V-locity] and put it into our production environment. We saw immediate performance improvement and all the complaints stopped. When the evaluation ended and V-locity was disabled, the complaints started again. I wanted to be sure the improvement wasn’t a fluke, or an effect of something other than V-locity. [After reinstall] processing time for some of the larger files went from five minutes down to one. And there were no issues of files loading with errors. That’s when we knew we needed to buy,”

“We’ve seen an average 157% reduction in I/O traffic, which enables us to attach more VMs to the SAN and get longer life out of it. It’s really about moving data faster and processing art faster—that’s the lifeblood of our business. Now months later after deployment, V-locity put an end to performance calls. Users are happy, and work is getting processed in a quarter of the time.

“V-locity is now a must-have for all our data-intensive applications and servers. We won’t run without it.”

**Giuseppe DeBari, Network Manager, Corporate IT, Myron Corp.**

- *“I ran V-locity in my test environment. The Benefit Analyzer showed a 117% performance improvement. With V-locity on board, I just don’t worry about performance.”*  
- John Patterson, Owner, Patterson Labs
- *“We use V-locity on our web servers, accessed by many users through our website and by systems in each of our libraries. We have seen over 100% performance gains. This means I don’t have to replace servers, and our patrons gain a huge boost in response time.”* – Mike Pace, Network Services Manager, Davis County Information Systems
- *“V-locity is like nitro for your storage. My web applications are faster, my databases respond quicker, backups transfer faster. With V-locity optimizing our environment, the amount of workload we were able to process in the same amount of time jumped 89%.”*  
- Carlo Piccini, Oracle and Affinium DBA, Bell Canada
- *“We offer hosted email solutions to businesses. Prior to the installation of V-locity I had numerous calls from clients complaining of slowness in the processing of their email. Since installation I have not had a single call from any of my 194 email clients.”* – Bob Carter, IT Manager, Indianhead Community Action Agency
- *“We’re running SQL Server and extensive backup catalogues. After installing V-locity on our physical servers, we saw over 100% increase in performance throughput.”* – Richard Freeman, IT Manager, Large Military Organization
- *“I’ve found the disk I/O reporting to be a huge benefit. You get real numbers and not generic representations of purported improvements. The other huge benefit has been performance: workload improvements of 100-200%. I am no longer bottlenecked by the drive performance of my older servers.”* - Michael Albright, Manager of Information Technology, Spooner, Incorporated
- *“The V-locity software provided a noticeable performance improvement on my servers. The Benefit Analyzer showed over a 100% increase in throughput.”* - Chad Wagner, Supervisor, QA and Distribution, Cook Children’s Healthcare
- *“We are a large school with nearly one terabyte of data accessed daily, and one-third of that is revised or newly-created. As a network admin, access times and increased throughput are critical to my day-to-day. When my users say, ‘the network seems to be working better,’ I know V-locity is really doing the job.”* – Mark Sills, Technology Coordinator, Southern Connecticut Hebrew Academy