

Innodisk Case Study

Title: SATADOM™ increases IOPS performance and exceeds customer expectations

Company: Enterprise Storage Company

Project: High performance and large capacity boot up storage device



[SATADOM™ 3MG-P](#)

The Situation

A North American enterprise storage customer approached Innodisk needing a boot up drive for their Data Center storage system. They wanted a lower cost compact size boot up storage device with high performance. The company also needed product support for 3 years. They were using NVDIMM as the boot up device, but needed to add more memory to their system.

The Solution

Innodisk provided the to meet the large capacity requirements. In order to meet the customer's expectations, the R & D team fine-tuned the random re-write performance, which improved the IOPS performance. The SATADOM™'s compact form factor allowed the storage device to sit on the SATA socket without occupying precious DIMM slots. Since the customer was going to run two SATADOM™s in their system, they also had to create a custom power cable to connect both devices off one power connector. The SATADOM™ 3MG-P passed all our customer's test requirements and the team was successful in meeting the customer's deadline. Innodisk had delivered effectively on all levels of the project.

The standard firmware did not meet the customer's performance requirements. Our firmware team was able to modify our firmware after the characteristics of the customer's application. This new firmware met the application's requirements. Then we had to create a custom power cable, since they wanted to power two drives instead of one. This required us to evaluate the board to see where we can safely draw enough power for the two SATADOM™s. Many steps went into ensuring this project's goals were achieved. Innodisk's dedication to finding solution driven outcomes resulted in exceeding the overall expectations of our customer.



The Pay Off

There was no doubt the customer was under pressure to find a viable solution. Innodisk had exceeded their expectations in service and product delivery. The R&D team demonstrated their commitment to understanding the customer's application and provided a solution. They understood the nuances of the customer's device and provided document guides that saved their engineering team in design time and cost. Additionally, this project allows Innodisk to extend their relationship, while maintaining support for the next 3 years.

The technical collaboration and strong communications gained trust and loyalty that strengthened the partnership. This best practice provided a strong well-developed process and technical communications pathway between the client and Innodisk. The result was another project offering from the company that delivered additional business.