

CLIENT TESTIMONIALS

Case Studies &
Verified Peer Reviews



We Give You Insight

CASE STUDY

Capacity Planning Automation Reduces Reporting Time by 50%

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CHALLENGE

To perform effective capacity planning for 300 PB of storage, this two-person team needed faster, more accurate historical data from their devices.

Although they used a management tool to collect this data from their multi-vendor storage environment, the process was difficult and time-consuming.

Meanwhile, using the data required them to build and maintain tedious spreadsheets, each separately designed for specialized tasks like forecasting.

"It took a good two weeks just to do monthly reports," said one of the capacity planners. That left less than half the month to accomplish anything else.

SOLUTION

Visual One Intelligence's™ vendor-agnostic data collectors take in and sort infrastructure data with no need for external management.

Tasks that seemed impossible in Excel - like change forecasting and volatile trend modeling - are accessible in just a few clicks on Visual One's dashboard.

OUTCOME

By using Visual One Intelligence™, the team gained back more than a week per month in reporting time to use on new projects moving the organization forward.

"Including the efforts needed to maintain our prior tool's infrastructure, we saved an entire FTE - plus significant cost savings between the tools."

AT A GLANCE

Environment

- Fortune 500 Financial Institution
- Revenue Over \$18 Billion
- Two-Person Capacity Planning Team
- 300 PB Storage

Results

- Simplified monthly reporting processes.
- Relied more on automatic reporting and less on spreadsheets.
- Saved one full FTE's worth of time.



"We used to be responsible for data collection and analysis soup-to-nuts. Now, Visual One Intelligence™ manages most things for us - cutting our monthly capacity reporting time in half."

Capacity Planner,
Fortune 500 Financial
Institution

CLIENT REVIEW

"A Visualization of the Storage Environment"



Delivery Director / Data Center Infrastructure

Industry:
Energy & Utilities

Role:
Infrastructure &
Operations

Firm Size:
<50M USD

Integration & Deployment



Product Capabilities



Service & Support



"Clear Technologies is always looking for more ways to continually deliver more value to the organization with their products."

Verified Gartner Peer Review

September 20, 2021

WHAT DO YOU LIKE MOST ABOUT VISUAL ONE?

- Dashboard that has the ability to provide the details as more research is performed.
- Realtime data is provided about the environment.
- Historical data is maintained, so trends can be evaluated and acted upon.

PLEASE EXPLAIN THE BUSINESS PROBLEMS OR NEEDS THAT PROMPTED THE PURCHASE OF VISUAL ONE.

Not a good insight into data trends.

IF YOU COULD START OVER, WHAT WOULD YOUR ORGANIZATION DO DIFFERENTLY?

Have this tool be used by others to avoid redevelopment.

WHAT ONE PIECE OF ADVICE WOULD YOU GIVE OTHER PROSPECTIVE CUSTOMERS?

I think that the tools' abilities are only limited by the customer's usage of the product.

WHY DID YOU PURCHASE VISUAL ONE?

- Enhance decision-making
- Drive innovation
- Improve business process agility
- Improve business process outcomes
- Cost management
- Create internal / operational efficiencies

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Product roadmap and future vision
- Strong consulting partnership
- Strong services expertise
- Strong customer focus
- Product functionality and performance
- Financial / organizational viability

CASE STUDY

Visual One Promotes Culture Shift for Infrastructure Team, Improving Customer & Employee Relationships

[TRY US OUT](#)

OBJECTIVES

An outsourcer managing the infrastructure for one of America's largest healthcare companies needed better data. Despite spending millions on tools and hiring a specialist for storage management, they lacked critical insights into their infrastructure.

Tensions grew between departments as they struggled to prove their efforts without hard data. It was also hard to build trust with their client, who expected proof of results.

DECISION

For the team director, a strong demo convinced him to try Visual One. "To see a demo that used our own data, instead of being rehearsed, was powerful." He was most impressed that their entire storage environment could be visualized on one screen. "Seeing is more impactful than looking at numbers. Visual One is infinitely customizable without much effort."

SOLUTION

With Visual One Intelligence™ providing immediate data as an "independent source of truth," relationships between teams became honest and productive - with less finger-pointing and more focus on solutions for the customer.

"We finally KNEW exactly what was going on in our environment at all times," said the team director. "Now when the customer asks us to show them something, it's easy to prove what we're doing."

AT A GLANCE

Environment

- NetApp storage
- Two data centers
- Previously used NetApp OCI

Challenges

- Spending too much on SRM.
- Unable to obtain sufficient storage data.
- Could not identify cost of applications on platform.
- Trouble deciding when to move storage to new tiers.

Results

- Saved \$1.5M in SRM tools.
- Re-assigned SRM staff to revenue creation roles.
- Able to identify application costs in minutes.



"The spirit in which Visual One approaches the customer relationship resonates so much with me. Their support has always been way above expectations."
ICS Delivery Director
Fortune 500 Healthcare Company

CLIENT REVIEW

"Single Pane Of Glass, Suitable For A Broad Set Of Perspectives And Use Cases."



Systems Engineer

Industry:

Banking

Role:

Data & Analytics

Firm Size:

10-30B USD

Product Capabilities



Service & Support



Which other vendors did you consider in your evaluation?

- NetApp
- Splunk

What were the key factors that drove your decision?

- Overall cost
- Strong customer focus
- Strong consulting partnership

WHAT DO YOU LIKE MOST ABOUT VISUAL ONE INTELLIGENCE™?

The one-stop interface for Capacity, Performance, & Configuration information for all storage technology makes and models, including compute perspectives from VMware and HCI platforms.

The Visual One team also shows commitment to their customer's success by working with them in real-time to customize and enhance their tool to fit the needs of an organization.

WHY DID YOU PURCHASE VISUAL ONE INTELLIGENCE™?

- Improve business process outcomes
- Create internal/operational efficiencies
- Drive innovation
- Cost management



"My organization has not experienced any limitations in terms of scalability. We've been able to work with the Visual One team to collect data from all needed technology platforms. We've worked with the Visual One team on many occasions to customize the UI and reports to suit our needs."

Verified Gartner Peer Review

September 22, 2022

CASE STUDY

Enterprise IT Director Saves \$1.5 Million By Improving Storage Efficiency Through Data Visibility

[TRY US OUT](#)

OBJECTIVES

A Fortune 500 airline, serving over 3,600 flights each day to more than 90 global destinations, needed to cut costs where possible. For the infrastructure team, this meant getting more value out of what they already had.

Without easy and reliable access to critical data, they were lacking assurance that their 100+ arrays were operating optimally and efficiently.

"Our challenge with our storage environment was the amount of time it took to identify inefficiencies," said the airline's enterprise IT director.

"We simply didn't have the technology in place to perform this analysis. We couldn't track and spot trends like which systems are overextended or need upgrades."

SOLUTION

Visual One Intelligence™ helped identify how much unclaimed storage the airline had available and also helped spot inefficiencies.

Using Visual One, they found over 730 TB of hidden free space (orphaned storage) that was immediately available. At a rate of \$1.30 / GB, they avoided spending \$1 million thanks to their discovery.

By pinpointing systems where storage pools were overused, the infrastructure team also re-allocated workloads - enough to save \$500,000 in avoided storage purchases.

AT A GLANCE

Challenges

- Understanding data details of full storage environment.
- Finding hidden usable free space.
- Identifying systems ready for improvement.

Results

- Analyzed storage environment with comprehensive data.
- Found over 730 TB of free space (\$1 million savings).
- Located overused pools and re-allocated workloads (\$500,000 savings).



"Using Visual One resulted in two key benefits: saving the company money and pinpointing systems that were in need of upgrades. And this was just the beginning."

IT Manager

Enterprise IT Director, Airline

CLIENT REVIEW

"Vendor Works With Us To Ensure Whatever Technology We Buy, Can Work With Their Tool"



VP of Technical Services

Industry:

Manufacturing

Role:

Infrastructure & Operations

Firm Size:

1B - 3B USD

Evaluation & Contracting



Integration & Deployment



Product Capabilities



Service & Support



Deployment Architecture:

Cloud (SaaS or PaaS or IaaS)

Region of Deployment:

North America

WHAT DO YOU LIKE MOST ABOUT VISUAL ONE?

Vendor provides weekly emails with their analysis of our storage systems that gives us actionable feedback.

WHY DID YOU PURCHASE VISUAL ONE?

- Create internal / operational efficiencies

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Pre-existing relationships



"The tool is very stable and the vendor works closely with us to integrate new technology. They perform an analysis on our data and send us a weekly email that details out what trends and issues that we should focus on."

Verified Gartner Peer Review

September 1, 2021



CASE STUDY

Client's Requests Result in New Capacity Planning Abilities for All Visual One Intelligence™ Customers

[TRY US OUT](#)

CHALLENGE

Despite seeing major improvements in efficiency by using Visual One Intelligence™, a Fortune 500 capacity planning team was still missing key data:

- In order to make better hardware purchasing decisions, they needed to see trend reports broken down by physical, effective, and raw storage.
- In order to improve workload placements, they needed to predict the impact any changes would have on existing device capacities.

Knowing that Visual One Intelligence™ claims to be a client-first company, they asked if Visual One would add new capacity planning automation.

SOLUTION

Visual One Intelligence™ was eager to help. In their next product update, they added delineated trend reporting and "hypothetical modeling" projections for all of their customers.

For this capacity planning team, "Visual One Intelligence's™ willingness to actively work on enhancements and customize features based on our feedback made our jobs easier and more productive."

OUTCOME

Now, they are making more confident decisions based on stronger data - all without having to build new reporting on their own.

AT A GLANCE

Goals

- Do capacity planning separately for physical and effective storage.
- Model the future impact of workload changes.

How Visual One Intelligence™ Helped

- Created separate capacity reporting for physical, effective, and raw storage.
- Built "hypothetical modeling" feature to project the device capacity impact of potential workload changes.

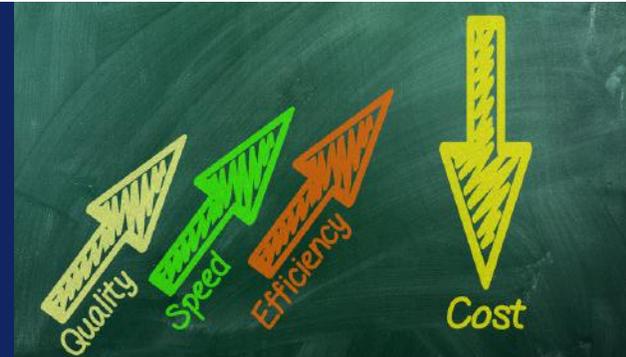


"Visual One Intelligence™ doesn't give you that 'big corporation' feeling where all that matters is profits. They care about their customers."

Capacity Planner,
Fortune 500 Financial
Institution

CLIENT REVIEW

"Great Product, Increased Visibility,
Cross Platform, Value Add!"



Systems Engineer

Industry:

Professional Services

Role:

Infrastructure &
Operations

Firm Size:

500M - 1B USD

Evaluation & Contracting



Product Capabilities



Service & Support



Deployment Architecture:

Hybrid Cloud and On-
premises

Why Did You Choose Visual One Intelligence™?

- Create internal / operational efficiencies
- Enhance decision making

WHAT DO YOU LIKE MOST ABOUT VISUAL ONE INTELLIGENCE™?

Capacity and performance metrics are loaded automatically from the storage arrays as it should be. There is no need to frequently update capacity metrics in separate spreadsheets. It beats the out of the box toolsets in most cases.

Graphs are available in physical capacity or effective capacity which is nice. Business unit reporting is also a great dashboard to view when looking at the breakdown of applications and owners across multiple vendor arrays.

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Strong customer focus
- Product functionality and performance
- Strong services expertise



"This product allows you to view multiple storage vendors in one dashboard. It eliminates the need to keep Excel files to track capacity. Reports and metrics are available anytime."

Verified Gartner Peer Review

September 23, 2022

CASE STUDY

Infrastructure Team Eliminates Manual Efforts, Improves Analysis & Decision-Making

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OBJECTIVES

One of the nation's leading food and beverage companies needed a solution to quickly analyze and display their SAN and NAS devices spread across a complex and widely distributed network.

Relying on manual efforts was proving to be error-prone. It was also insufficient for knowing which servers used which portions of Tier 1 / Tier 2 storage as well as where free space existed.

The VP of IT Infrastructure summarized their problems by saying, "Not only were our manual processes difficult for our storage administrators, but upper management did not have the information to make our business decisions."

DECISION

"We chose Visual One Intelligence™ because it leveraged our existing environment without requiring any additional tools or products to install."

SOLUTION

With Visual One Intelligence™, their team received weekly reports and charts showing the exact status of their DS4000 and NetApp NAS storage arrays. They could also easily see which servers used which storage and where potential issues might be.

VERDICT

"Visual One Intelligence™ helped us to make better decisions and save money."

AT A GLANCE

Environment

- IBM DS4000
- NetApp NAS
- Five data centers across US

Challenges

- Large & diverse infrastructure.
- Tier ambiguity.
- SAN and NAS utilization.
- Error-prone manual processes.

Results

- Weekly data snapshot.
- Non-intrusive, non-disruptive, easy to manage.
- Better informed business decisions and future growth.



"This is the perfect tool for our environment: It has required no implementation time or effort, and we get the reports we need whenever we need them."

VP of IT Infrastructure
Major Food Producer

CLIENT REVIEW

"Most Flexible Adaptable Tool for IT Reporting"



Sr Team Leader

Industry:

Services

Role:

Infrastructure & Operations

Firm Size:

<50M USD

Evaluation & Contracting



Integration & Deployment



Product Capabilities



Service & Support



"I have found Visual One to be adaptable to most every environment and customizable for the information gathered. It's nice to not have to buy an additional licensed module in order to generate a critical one-off report."

Verified Gartner Peer Review

August 30, 2021

WHAT DO YOU LIKE MOST ABOUT VISUAL ONE?

- Ease of use
- Clarity of data
- Filtering data presentation with a single click in most cases

WHAT DO YOU DISLIKE MOST ABOUT VISUAL ONE?

- Since it can be applied for multiple roles data reporting, it is sometimes hard to place it in a category

WHY DID YOU PURCHASE VISUAL ONE?

- Cost management
- Improve compliance & risk management
- Create internal / operational efficiencies
- Enhance decision-making

WHAT WERE THE KEY FACTORS THAT DROVE YOUR DECISION?

- Strong services expertise
- Breadth of services
- Product functionality and performance
- Strong customer focus
- Overall cost

WHAT OTHER VENDORS DID YOU CONSIDER IN YOUR EVALUATION?

- Nagios
- BMC
- SolarWinds

CASE STUDY

IT Manager Saves a Quarter Million Dollars for Large Retailer by Finding Hidden Storage

[TRY US OUT](#)

OBJECTIVES

A large auto parts retailer, relying on an infrastructure spread across seven data centers, needed to allocate storage for a new application. Instead of buying a new array, they hoped there might be an alternative solution to the application requirements - as well as their ongoing challenges with manual storage management.

SOLUTION

The customer was surprised in the insight quickly provided by Visual One Intelligence™.

In one particular array, they found 75% of the array was orphaned. Six months before, the IT team had undergone an intense data migration project, and moved storage among their various arrays. This particular array had data that was no longer needed and/or valid, but the LUNs still showed as allocated.

Excited about these findings, the IT manager was able to visually show how this free space could be used for the new application. Eventually, the company did not have to buy new storage, and saved themselves \$250,000.

VERDICT

"With Visual One Intelligence™, we are able to place and manage storage more strategically. This allowed us to reduce our overall costs, improve our storage performance, and significantly lower the amount of time and effort required to do analysis and tracking."

AT A GLANCE

Environment

- EMC DMX
- NetApp
- Seven Data Centers

Challenges

- Managing large & diverse infrastructure manually.
- Identifying free space.
- Mapping tier storage & servers.
- Utilizing SAN & NAS devices properly.

Results

- Quickly identified hidden space in 75% of one array.
- Saved \$250,000 by avoiding major purchase.
- Improved management efficiency.



"Visual One Intelligence™ did all the work for us so we could spend our time on decision-making, not data collection and analysis."

IT Manager
Large Retailer

Thank You

We're here to help.

Are you one of the 85% of organizations expected to be cloud-first by 2025? Are you juggling virtual compute management, capacity planning & budgeting, health monitoring, and other multiplying tasks?

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