

RackMountPro and Adaptec by PMC Deliver Performance and Reliability



Premium Adaptec by PMC Series 5 and 5Z storage controllers meet the needs of a demanding customer base

Introduction

RackMountPro is a service of Yang Ming International Corporation, a Southern California based computer parts wholesaler. Established in 1994, RackMountPro was the first to offer a 5u chassis with a 30-drive capacity and is currently one of a handful of providers to offer 8u and 9u chassis that can accommodate up to 50 drives.

RackMountPro sells directly to a nationwide customer base that includes Boeing, Chevron, the U.S. Department of Defense, MIT, and scores of other government agencies, educational institutions, major corporations and small businesses.

RackMountPro's customers demand premium IT components and solutions. Although the company offers storage controllers from all the major suppliers, customers usually ask for Adaptec.

Adaptec by PMC wins in performance and reliability

Adaptec by PMC was one of the first storage controller brands offered by RackMountPro. The company currently offers the entire family of high-performance Series 5 Unified Serial® (SATA/SAS) controllers, ranging from the 4-port Adaptec RAID 5405 to the 28-port Adaptec RAID 52445. Sales of Adaptec controllers make up the majority of the company's overall storage controller business.

"Adaptec by PMC has a very good reputation among our customers," says William Chu, General Manager of RackMountPro. "A lot of them specifically ask for Adaptec storage

controllers and are not even aware of some of the other controller brands out there."

"Our customers' biggest concerns are with performance and reliability. They like that Adaptec by PMC delivers both."

"We like Adaptec by PMC, too, because of their reliable products and excellent technical support. They offer the best-performing controllers on the market and are always one of our top recommendations."

RackMountPro recently expanded its Adaptec lineup to include the Series 5Z family of maintenance-free storage controllers, including the 4-port 5405Z, the 8-port 5445Z, and the 8-port 5805Z.

Adaptec Series 5Z preserves data and performance

Storage controllers typically employ battery backup units (BBUs) to protect cached data, but BBUs require constant monitoring and expensive maintenance, and can only preserve data for a maximum of 72 hours during a power loss.

An industry-first, Adaptec Series 5Z controllers with Zero-Maintenance Cache Protection

Executive Summary

Challenge

Satisfy a customer base that demands premium IT components

Provide a worry-free, high-performance solution for protecting cached data

Solution

Adaptec Series 5 and 5Z Unified Serial® (SATA/SAS) storage controllers

Results

Adaptec by PMC products now account for 50% of RackMountPro's overall storage controller sales

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General Manager
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(ZMCP) eliminate BBUs in favor of 4GB of flash memory to protect cached data for up to 10 years.

Series 5Z controllers are built upon the same industry-leading high-performance chassis as Adaptec Series 5 controllers, and are up to five times faster than competing products.

“We recommend Series 5Z controllers to our customers who are looking for a maintenance-free way to protect their cached data.”

“A lot of our customers have hundreds of installed servers. The innovative battery-free design in Series 5Z makes those controllers attractive from a time and cost standpoint. Customers who have purchased Series 5Z controllers from us appreciate the maintenance-free opportunity and are glad that there is no tradeoff in the performance that they get from Series 5.”

Adaptec Storage Manager

But it's not just new technologies like ZMCP that make RackMountPro an Adaptec proponent: the company also praises Adaptec Storage Manager — a one-view utility that makes it simple to view, configure, and monitor installed Adaptec controllers and their attached storage devices

“Adaptec Storage Manager is the best management software out there. A lot of storage controllers have management utilities, but Adaptec's is the easiest to set up and the easiest to use.”

Conclusion

“We sell many different brands of storage controllers, but Adaptec by PMC is still the fastest out there. Our customers make Adaptec a best-seller because they know what they're getting.”

Total Cost of Ownership Comparison

	Lithium Ion Battery Implementation	Zero-Maintenance Cache Protection
Adaptec 5805+ Initial BBU	\$ 745.00	
Adaptec 5805Z		\$ 925.00
Replacement BBU (on 2nd year)	\$ 150.00	\$ 0.00
Replacement BBU (on 3rd year)	\$ 150.00	\$ 0.00
System Admin (for 3 years)	\$ 198.00	\$ 0.00
Disposal - Hazmat (for 3 years)	\$ 85.00	\$ 0.00
TOTAL 3-year Cost	\$ 1328.00	\$ 925.00
TOTAL SAVINGS		\$ 403.00



Batteries replaced every two years

Systems Admin calc based 0.1% of six year, \$66k annual personnel salary

Hazmat disposal fee assumes \$25 disposal fees for BBU – one in 4-year, two in 6-year



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