



SUCCESS STORY  
Service Provider

**KaufmanHall**

#### KAUFMAN HALL | PROBLEM SOLVED

Standardizing on FlexPod® with All Flash FAS enables Kaufman Hall to rapidly grow its business while delivering extreme performance for internal development and data analytics.

# Kaufman Hall Drives Transformation Inside and Out with FlexPod with All Flash FAS

Leading organizations in healthcare, banking, and higher education trust Kaufman Hall's consulting software and services to help them achieve their most strategic financial and operational goals. When its aging infrastructure threatened to constrain innovation, Kaufman Hall standardized on FlexPod with All Flash FAS to support rapid growth with enterprise performance at scale.

Another NetApp solution delivered by:



**FlexPod**  
A Cisco and NetApp Solution

Cut time to deliver  
IT resources to developers

from **days**  
to **hours**

Gained  
**100%**  
performance  
improvement over  
previous solution

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Watch Rafal Wozniczka, IT director at Kaufman Hall, discuss the advantages of FlexPod with All Flash FAS.

## A BUSINESS BUILT ON DATA

Digital transformation is top of mind for the world's most successful organizations. Companies everywhere are turning to data to promote operational efficiencies and to identify new ways to better serve their customers. For management consulting firm Kaufman Hall, digital transformation is business as usual.

For more than 30 years, Kaufman Hall has provided consulting software and services that help customers apply data-driven insights to transform their businesses and position themselves for the future. To continually meet customers' high expectations, Kaufman Hall's software developers and consultants require faster access to an increasing amount of data.

"Kaufman Hall has been recognized four years in a row as the leader in customer satisfaction for enterprise performance management software," explains Rafal Wozniczka, director of IT at Kaufman Hall. "That's all the work of our incredible consultants and developers. It is our job in IT to make sure that our

"Our developers now have the tools they need to innovate quickly, and that translates directly into a better customer experience."

Rafal Wozniczka  
Director of IT, Kaufman Hall

infrastructure helps them continue to deliver the highest levels of service."

## ENTERPRISE PERFORMANCE AT SCALE

Over the past three years, Kaufman Hall has grown quickly. Recent acquisitions have brought new opportunities for the business but posed significant challenges for Wozniczka's IT department. Newly acquired companies had to be quickly and seamlessly integrated into the business.

By working with IT solutions provider CDW, Kaufman Hall consolidated its infrastructure on FlexPod with All Flash FAS. The FlexPod preintegrated converged infrastructure enables Kaufman Hall to easily scale up or to add capacity depending on the company's needs. With each acquisition, Wozniczka can rapidly deploy and standardize IT at new sites.

"We rely on FlexPod with All Flash FAS 100% to support our growth strategy," says Wozniczka. "We call it a 'branch in a box.' We can configure it in our data center, test it, put it back in the box, ship it to

## BUSINESS BENEFITS


- Enables Kaufman Hall to easily scale up or to add capacity depending on the company's needs
- Cut time to deliver IT resources to developers from days to hours
- Gained 100% performance improvement over previous solution
- Enables rapid deployment and IT standardization at new sites

the new location, and deploy it in one weekend with no disruption to users."

Wozniczka is most excited about the extreme performance of the FlexPod with All Flash FAS solution, which has unleashed productivity throughout the company by providing immediate access to information. FlexPod with All Flash FAS has cut the time to deliver IT resources to developers from days to

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hours.  Developers now also have much more throughput than they need for the development, testing, and QA of Kaufman Hall's data-intensive forecasting applications.

“Our internal software development team is our most demanding user group,” Wozniczka says. “Our developers now have the tools they need to innovate quickly, and that translates directly into a better customer experience.”

## ENABLING A HYBRID CLOUD FUTURE

By standardizing on FlexPod with All Flash FAS, Kaufman Hall has taken a critical first step toward a

hybrid cloud future. Benchmark testing of Kaufman Hall's software on FlexPod with All Flash FAS has shown a 100% performance improvement over the company's previous solution. 

With the anticipated release of Microsoft Azure Stack, Wozniczka hopes to use both on-premises private cloud and Azure public cloud resources to achieve the best of both worlds.

“We are fully aligned with NetApp's Data Fabric vision,” he says. “Our future is a hybrid cloud that allows us to move dev/test workloads and customers' systems freely between

FlexPod and the Azure public cloud based on their needs for performance and cost efficiency.”

## SOLUTION COMPONENTS

### FLEXPOD DATACENTER COMPONENTS

NetApp All Flash FAS

Cisco Unified Computing System

Cisco Nexus servers

### PARTNERS

Cisco

CDW

LEARN MORE

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