

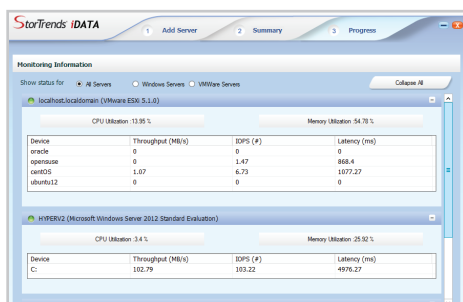
CUSTOMER STORY

CUSTOMER: Thomas, Judy & Tucker

CHALLENGE: Finding a solution that could meet the organization's needs in respect to speed, efficiency and cost.



TJT works with individual clients as well as large corporations throughout the North Carolina area and southeast.



The iDATA performance analysis tool and its accurate analysis was one of the determining factors in TJT choosing StorTrends over other vendors. The analysis report assured the proper solution would be implemented to meet their needs.

Thomas, Judy & Tucker Public Accountants counts on StorTrends®

The Raleigh, North Carolina based Certified Public Accounting firm of Thomas, Judy & Tucker was founded by Cliff Thomas, Chris Judy and David Tucker. As a large local CPA firm, TJT has the capacity and the capability to offer a myriad of services to its clients. Since 1990, Thomas, Judy & Tucker has been creating and sustaining partnerships that deliver professional, reliable results. As a full-service accounting firm, offering attestation, taxation, outsource accounting, and business valuation/litigation support, TJT is equipped to offer timely business, financial and tax services to a variety of clients.

TJT's clients expect them to be knowledgeable in a variety of accounting fields and the staff is expected to deliver upon those expectations. It is an organizational goal not just to deliver an expected product such as an audit report or a corporate tax return, but rather to deliver valuable business and accounting advice throughout the year.

Making the Switch to StorTrends

The department is responsible for storing large amounts of data primarily consisting of PDF documents of invoices, copies of checks and other financial related documents, information related to the Microsoft Exchange Server with over 100 end-users and more than 130 mailboxes, a cloud based CRM and a proprietary financial software for document management, tax return, time and billing.

Before making the switch to StorTrends, TJT operated with a DAS primary storage system which had a large capacity but operated at gruelingly slow pace and was not able to meet the department's needs any longer.

Drew Green, Director of Information Technology evaluated many vendors and options before making a final decision. Other vendors seemingly forced Green to choose between speed and capacity, while StorTrends was able to offer the performance of SSD Caching and SSD tiering with the dense capacity of spinning disk drives at a reasonable price.

In the end it was StorTrends that was willing to work with TJT to meet their technical needs as well as their budget requirements. When StorTrends was able to provide a detailed analysis of the existing environment as pertaining to IOPs, while other vendors submitted incomplete and inaccurate analyses, it was clear that StorTrends was head and shoulders above the competition.

Thomas, Judy & Tucker's Experience with StorTrends

SAN technology was uncharted territory for TJT, and the IT department was uncertain if a solution could be afforded without freezing the budget for the next 3 years. The StorTrends solution provided enough speed and space to meet their current needs and for several years into the future. Months after the installation the IT department is thriving and Green is satisfied with the decision.

"I've looked at various metrics on the VMware systems as well as on the StorTrends unit itself, and it's performing better than I thought would be technically possible. I thought it would perform to our needs, but the numbers I've seen are better than anticipated." - Drew Green, Director of Information Technology



CUSTOMER STORY

“The quality of StorTrends support has been phenomenal, everyone is knowledgeable. This has been the best support experience I have ever had.”

- Drew Green,

Director of Information Technology

Thomas, Judy, & Tucker Certified Public Accountants

In regards to the StorTrends support, Green had this to say; “The couple of instances that I’ve spoken with support have been phenomenal. I’ve always been able to easily get in touch with someone intelligent and knowledgeable about the unit opposed to just a warm body. They were able to help me through the problem and hung around as long as it took. They looked into it themselves opposed to making me do the running around. It was one of the best support experiences I’ve ever had. The attitude of the StorTrends support reps was positive, helpful, and interested in getting us taken care of rather than just closing another ticket. I don’t think there’s anything I would suggest to be done differently about the StorTrends sales, support, or technology. Everything exceeded expectations and I’m very happy on the purchase that we decided to make.”

Thomas, Judy & Tucker provides accurate accounting records and support to their many clients and they will continue to rely on StorTrends now and in the future to manage and protect that vital information.

For more information on Thomas, Judy & Tucker, please visit: <http://www.tjtpa.com>

For more information about how StorTrends can help your organization, please call AMI at 1-800-828-9264 or visit: <http://www.stortrends.com>

IT Quick Facts:

- **Industry:** Financial
- **Virtualization:** Utilizing 50 VMware® ESX™ Servers
- **Storage Capacity Requirements:** 37.6TB
- **Primary Storage Solution:** StorTrends SAN Arrays
StorTrends arrays are being utilized as centralized storage for database, email.