

# Wortmann Delivers Innovative Cloud Services Built on Adaptec® SmartRAID RAID Adapters and Host Bus Adapters

## Summary

When developing plans for their TERRA CLOUD data center, Wortmann carefully chose products with real-world driven performance and efficient manageability. They also hand-picked a well-established team that could bring their data center infrastructure from concept to launch and continue to support it over the lifetime of the data center.

## IT Made in Germany

Wortmann AG, a leading German IT innovator, operates like an extended family. It was started as a family business in 1986 by Siegbert Wortmann, who continues to serve as chairman of the board. From its headquarters in Hüllhorst, North Rhine-Westphalia, the Wortman family tree branches out from its 650 employees to over 15,000 specialized resellers and IT providers throughout Europe. The company prides itself on being a single source for many of the key categories for IT hardware and cloud services that power the modern enterprise. As the company moved into the hosting and cloud infrastructure sectors, its TERRA brand evolved along with it. Today, the TERRA CLOUD data center powers a suite of hosting, housing, Infrastructure-as-a-Service (IaaS) and Software-as-a-Service (SaaS) offerings for companies in Germany and throughout the region. Customers locating their hardware and services within the TERRA Data Center in Hüllhorst, take full advantage of the company's highly-available infrastructure and security.

## A Meeting of the Minds

DNA found in Microchip's data center product family dates back through its various acquisitions, with a recognizable lineage that is apparent among product names like Adaptec. The Adaptec-Wortmann engagement dates back nearly 20 years and has resulted in their exclusive adoption of several generations of our leading-edge storage adapters.

As a trusted supplier with proven expertise and support, the Adaptec team was chosen for the buildout of Wortmann's TERRA CLOUD Data Center from the beginning. As planning commenced, Wortmann engineers were able to leverage our experience for the design and validation of storage architectures that would scale into the future.

Our team was chosen for their deep understanding of evolving storage requirements, their ability to align expectations with market realities, and their proven expertise to facilitate the testing and evaluation of industry-leading storage solutions in real-world data center environments.

## Challenge

Evolve from a systems vendor to world-class cloud services provider

## Solution

Adaptec® SmartRAID 3100 and HBA 1100 adapters and expert Adaptec storage team were tasked to design, build and support a world-class data center with ease-of-use manageability and real-time monitoring.

## Results

World-class TERRA CLOUD data center with top reputation in Germany and beyond.

*"Microchip is a trusted supplier of Adaptec SmartRAID and HBA adapters, as well as storage expertise. For more than 20 years, we have relied on Adaptec products for performance, reliability and management capabilities to match our vision for the data center of today, and tomorrow."*

**Martin Klein**  
Director Datacenter & Cloud Services  
Wortmann AG



The cornerstone storage products that are designed into the TERRA CLOUD data center architecture are the SmartRAID Adapters and Host Bus Adapters families. The unprecedented management and maintenance capabilities of these Adaptec storage solutions feature the key components of Microchip's proven Smart Storage stack.

## Adaptec SmartRAID RAID Adapters



Adaptec SmartRAID adapters are full-featured, high-performance enterprise RAID adapters built for a variety of storage requirements. They have the industry's lowest power consumption and provide maximum read/write bandwidth and Input/Output Operations Per Second (IOPS) when coupled with 12 Gbps SSDs. Unique features available on some adapters include integrated Zero-Maintenance Cache Protection (ZMCP); maxCache, a SSD caching solution; and maxCrypto controller-based encryption for any block-based storage device.

## Adaptec Host Bus Adapters

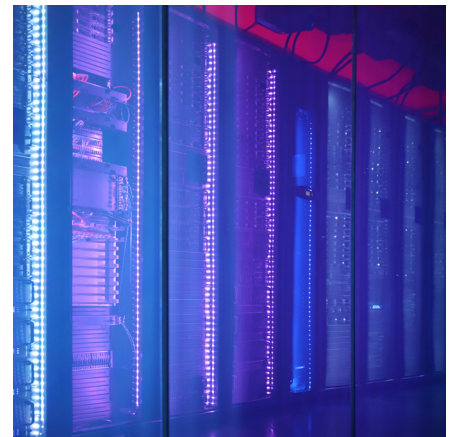
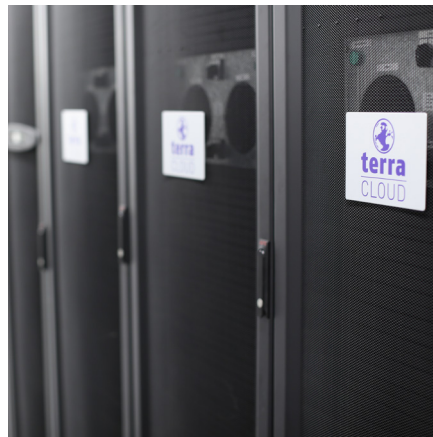


Adaptec Host Bus adapters are the ideal connectivity solution for server-based storage systems that require maximum bandwidth and I/O connectivity, low power consumption and high reliability. Uniquely combining the capabilities of a full-featured HBA, like the HBA 1100, with those of a basic RAID adapter using hardware RAID, these adapters offer a more versatile storage solution.

In addition, Adaptec SAS HD cables were selected for the project as they are configured with mini-SAS HD connectors to allow for maximum performance and connectivity in a MD2 low-profile form factor.

## Result

The Wortmann TERRA CLOUD serves as the centerpiece of the company's expanding presence in the cloud data center sector, and the Microchip team is proud to have both contributed their storage expertise and knowledge and be the single source provider of hardware RAID solutions to such an ambitious project. The two companies will continue their ongoing relationship well into the future with collaboration on future product development and feature upgrades, advanced configurations and firmware changes.



**WORTMANN AG**  
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