



# Hancock Fabrics speeds up with Infinio Accelerator

*Beta trial increases performance of production servers*

*Hancock Fabrics is among the first customers to try Infinio Accelerator in real-world conditions. As part of our invitation-only beta, organized through Spiceworks, Hancock Fabrics saw a noticeable improvement in performance. In fact, when Infinio Accelerator was switched off after the beta test the users asked IT to turn it back on.*

Hancock Fabrics is a specialty textile and crafts retail company that participated in Infinio's invitation-only private beta program. Hancock Fabrics operates around 260 stores throughout the United States. At their headquarters in Baldwin, Mississippi, the company operates a virtualized datacenter that includes a VMware vSphere environment backed by NFS storage. Used for various business processes, the system supports about 3600 employees.

For the Infinio beta trial, the environment consisted of three ESXi hosts running VMware vSphere 5.1, supported by two NFS datastores. The vSphere environment supports about 60 VMs running internal business processes such as SQL servers and internal websites.

Hancock Fabrics was invited to participate in our private beta through Spiceworks, the IT software developer and community, which helped us manage the trials. A group of Spiceworks members who use VMware backed by NFS participated in the program. Each member was given exclusive access to the Infinio Accelerator beta software plus one-on-one support with Infinio staff.

Any IT administrator would hesitate before installing beta software in a production environment. And although Infinio Accelerator is designed to be downloaded and installed from your desk, Infinio engineers worked closely



## CASE STUDY



### COMPANY

Hancock Fabrics

### INDUSTRY

Specialty textile and crafts retailer

### BENEFITS

- Installed with no downtime or service interruption
- Improved performance without additional hardware
- Users noticed faster response right away

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*“Infinio Accelerator lets me squeeze a little more newness out of old hardware.”*  
—James Hayes,  
Hancock Fabrics

## CASE STUDY: Hancock Fabrics



with each beta participant to keep an eye on things during the beta trial.

To prepare for the beta trial James Hayes, Hancock Fabrics' Divisional Vice President of IT, reserved an area on one of his NFS datastores just to try Infinio Accelerator. As part of the test procedure, Hayes first installed and then uninstalled Infinio without accelerating any datastores. Infinio installation requires no reboots or downtime, and Hayes says the installation was very smooth overall.

Next he started Infinio Accelerator and migrated a few development test servers onto the accelerated datastore. Once it was clear that Infinio Accelerator was running well, Hayes took the plunge and gradually migrated several production servers to the accelerated datastores.

"We didn't tell the users ahead of time that we were installing Infinio," said Hayes. "We wanted to see if our employees would notice a difference in performance after their workloads were running on Infinio Accelerator."

The users noticed. Hayes said he soon had reports that the system was running faster, and that Infinio Accelerator made it seem that IT had installed new hardware. The biggest performance boost was observed on the file servers and internal websites. Users noted that web pages were returned faster. In fact, Hayes noticed that the more VMs he moved onto the Accelerated datastores, the better the performance improvement became.

Hayes was able to see the performance boost on the Infinio Accelerator dashboard. For each datastore, Infinio Accelerator displays the improvement in response time, how many requests were offloaded, and how much bandwidth was saved.

Hancock Fabrics left the Infinio Accelerator beta in place for more than a week, including over weekends, with no downtime or other issues. When it came time to end the trial, Hayes reports he simply

clicked the Infinio uninstall button and all the Infinio VMs were removed, restoring his environment to the state it had been before.

Hancock Fabrics users again noticed a performance change when Infinio Accelerator was switched off. Hayes said after the beta trial ended, his users asked him to turn Infinio Accelerator back on!

Like most IT executives, Hayes needs to get more performance out of the infrastructure he has in

place. Hayes thinks that Infinio Accelerator can be a viable way to do that. "Infinio Accelerator lets me squeeze a little more

newness out of old hardware," he said.

Hayes says that even in beta form Infinio Accelerator "shows promise." In fact, Hancock Fabrics will be participating in our second private beta, and when the GA version is available for purchase, Hayes says he would want to use it.

"Like any IT department we're trying to do more with less," says Hayes. "I need to get everything I can out of my existing architecture to support the business. What makes Infinio Accelerator attractive is there's no large outlay of CAPEX," as there is for hardware-based solutions.

The Hancock Fabrics deployment shows that even in the early beta stage a single download of Infinio Accelerator can boost performance. NAS-backed VMware environments can show "new hardware" performance without requiring any additional disks, controllers, or SSDs.

Our public beta program is now open. If you are interested in participating, sign up to be included using the form on our website ([infinio.com](http://infinio.com)).

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