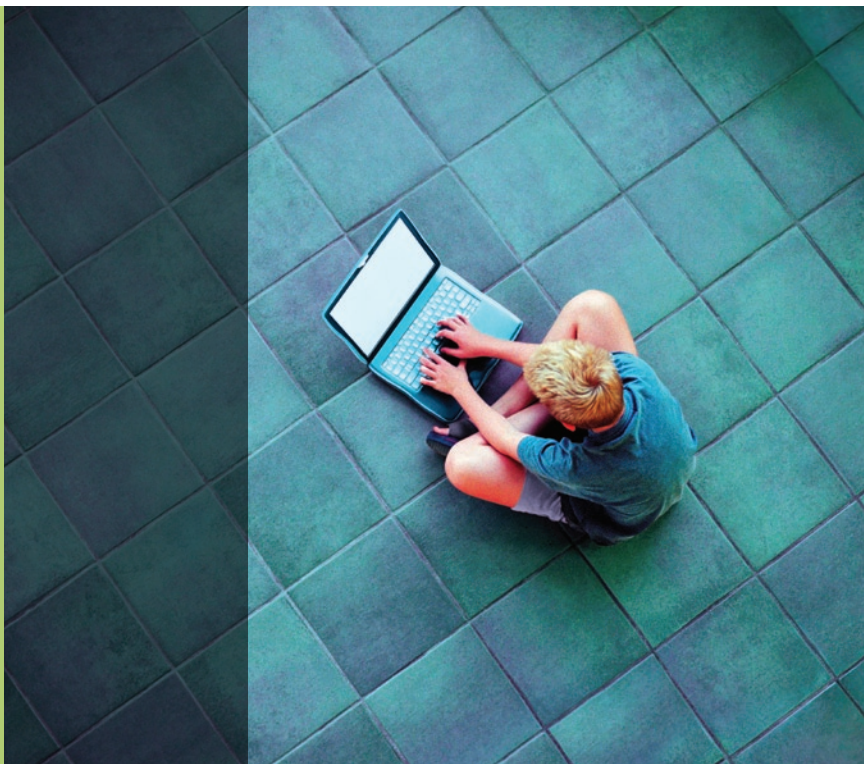


# LeapFrog



A leading designer, developer, and marketer of innovative, technology-based learning products, LeapFrog is dedicated to making learning effective and engaging for people of all ages, at home and in schools around the world.

This industry leader has developed a family of learning platforms that come to life with more than 100 interactive software titles spanning subjects such as phonics, reading, writing, mathematics, music, geography, social studies, spelling, vocabulary, and science. The company has also created more than 35 standalone educational products for children from birth to 16 years of age.



## Challenge

LeapFrog needed to reduce costs for its multi-tiered data storage environment by migrating its NAS environment into a sensible SAN alternative. It considered a variety of solutions and selected the Pillar Axiom™ storage solution from Pillar Data Systems®. The company said other storage vendors fell short of meeting the company's needs, because of their high cost and insufficient service levels.

## Solution

The Pillar Axiom storage system's ability to easily provision LUNs with different AxiomONE™ Dynamic Performance levels within the same array resulted in higher utilization rates and dramatically lower costs.

**"Our IT team has had lots of experience with today's leading storage vendors. When we have made storage acquisition decisions in the past, it has always been about picking the lesser of three evils. Now, we are extremely enthusiastic about Pillar Data Systems™ being part of our data center infrastructure. The IT team is raving about Pillar!"**

**Rob Moon**, Senior Vice President and CIO

## Results

Robert Moon, senior vice president and CIO at publicly traded LeapFrog Enterprises, was initially skeptical when his IT team asked him to evaluate the new Pillar Axiom system. Moon, an internationally recognized CIO with over 20 years experience managing information technology, was naturally cautious, having seen more than his share of unfulfilled promises from storage vendors. Yet after studying the Pillar Axiom system's unique architecture, Moon became a convert and purchased his first 14-Terabyte system.

Pillar Data Systems attentive customer service was another important purchase criterion on. "I found the entire Pillar team to be extremely responsive on the customer service side," commented Moon. "I'm supporting a \$600 million-plus annual business

here, and so I need to know I'm backed up with responsive service and support. After my system arrived, the Pillar team had the system uncrated and up and running in a matter of hours. They were with us the entire way, from testing through production, and ensured the success of our deployment."

Moon uses the Pillar Axiom system to house network files and Microsoft Exchange files. Over time, he plans to scale capacity and migrate LeapFrog's entire Oracle database system to the Axiom platform. Moon is also creating a remote disaster recovery hot site in Arizona for the entire company, where all data will be entrusted to a Pillar Axiom system. Ultimately, he plans to standardize on Pillar Axiom for all LeapFrog storage needs.

**"Pillar sold us an enterprise storage system with seven times the capacity for about half the price quoted by a competitor. If that isn't compelling, I don't know what is."**

**Rob Moon, Senior Vice President and CIO**

