Ray Quattromini Discusses Fortuna Power Systems and Storage.

Author: [Ian Charles](mailto:ian.charles@managedserviceexpert.com)

Ray Quattromini has run Fortuna Power Systems <http://www.data-storage.co.uk/> since 1994 and they sell high end data storage, archiving and backup solutions that cover all the major data storage technology areas. These technologies include storage for virtualisation, general purpose storage and backup storage which also includes tape backup. I was surprised to hear tape was till in play; Ray and I worked together at a storage distributor in the early 1990s where we sold hard disc and tape drives and I had formed the incorrect conclusion that tape was now superseded as a technology. Ray himself is a real techie; having started his career with Cipher – the manufacturer of open reel tape devices in the early 1980s so has a really intimate understanding of the technology. Cipher were best known for their ½” linear tape drives which will be well remembered as big, hard-wearing industrial strength machines that gave service for many years. Like most tape drive manufacturers, Exabyte included, they are history now of course.

Tape now is largely Linear Tape-Open (or LTO) which uses 100Gb cartridges with LTO6 available imminently that will have a capacity of 2.5Tb/cartridge. Current tape drive vendors include Spectra Logic <http://www.spectralogic.com/> and Tandberg <http://www.tandbergdata.com/emea/>.

Archiving is a requirement of a number of sectors and this is delivered using Blu-ray discs, specifically using media from Panasonic (validated for 50+ years) and Mitsubishi both being non-interfere data archiving and Fortuna supply jukeboxes with up to 1000 slots from HIT Archive Corporation <http://www.hit-storage.com/>. The range can be seen in detail at <http://www.blurayjukebox.com/>.

Most of the trade is based on hard drives and is Hyper V, Citrix, VM Ware approved, high performance storage from the leading vendors Proware and Arena. Indeed Proware produces a 64 bays array that will accommodate up to 4Tb drives which delivers up to 1 Petabyte in a 47U rack.

Fortuna were badly affected by the floods in Thailand in 2010. This was caused supplies of hard drives to dry up completely for over 6 months– literally none were available anywhere. This was caused by the floods either destroying factories themselves or washing out the access roads meaning either the drives themselves of the key components were not available. Supplies are now restored but the overall effect has been to narrow the range of drives that manufacturers produce which in turn has led to many installations with previous supported discs not being supported; or not being able to be supported as the installed drives no longer being made so cannot be sourced at all. Ray was careful not to articulate this as a sales opportunity!

Clients include resellers and large end users such as major construction companies, pharmaceutical companies, defence, geology and genetics companies etc. as well as educational establishments and hospitals.

Fortuna are now getting into entry level NAS products and are working with Terra Master <http://www.terra-master.com/en/>. This is a new venture with a new product set and not yet finished; which is very exciting but more about this later!

[Video interview here](http://www.youtube.com/watch?v=Zd_D6Btd2aY&feature=youtu.be)