



The Department of Fish and Wildlife Discovers Top Performance on a Tight Budget

The Washington Department of Fish and Wildlife was charged with looking after the interests of the state's wide variety of fish and wildlife. That meant issuing hunting and fishing licenses, managing hatcheries, studying the effects of pollution and development, enforcing laws, and generally doing everything it could to ensure that Washington State's ecosystem was kept as healthy and vibrant as possible. The Department's 1,500 employees worked under a tight budget and were constantly looking for cost-effective ways to meet their goals.

An 18 Year Relationship

GMI and the Fish and Wildlife first came together in 1987. The Department sent out an RFP for 20 QMS KISS laser printers. GMI — then a much smaller company not yet selling Sun systems — answered the call and provided the Department of Fish and Wildlife with not only a great price, but with an uncommon dedication to customer service.



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— Kathy Larsen
System Administration Manager
Washington Department of
Fish and Wildlife

The Problem

In 1997, the Department of Fish and Wildlife was faced with a storage problem. With so much of the Department’s mission reliant on facts, figures, and accurate data, the Department of Fish and Wildlife knew it needed to find a highly reliable backup system. The problem? Finding a system that would fill the Department of Fish and Wildlife’s demanding and growing storage needs while sticking to its even more demanding budget. The Department of Fish and Wildlife sent out an RFP — and once again, GMI answered the call.

The Solution: Price, Performance, Service

“Working with the Department of Fish and Wildlife involves coming up with creative solutions,” says Earl Overstreet, President of General Microsystems. “In 1997, we started with a 10-slot Exabyte 8mm tape library attached to an Ultra Enterprise™ 2 server with a Sun StorEdge™ Multipack disk array, giving them 50 gigabytes of storage. They quickly outgrew that. Over the last eight years, we’ve gone through four generations of storage systems and five generations of computers. Again, to make it happen on their budget, we had to get creative by taking their old tape libraries in on trade, moving old equipment to other agencies with smaller demands, and doing everything we could to make sure the Department of Fish and Wildlife got what it needed.”

An Evolving Storage System

- In 1999, GMI replaced the Department of Fish and Wildlife’s initial system with an ADIC Scalar 458 tape library using DLT4000 drives and a Sun Enterprise 250 server. This system had 50 slots and one terabyte of capacity.
- In 2000, the system was upgraded to a 180-slot StorageTek L180 tape library using DLT7000 drives. The new setup could store 6.3 TBs (uncompressed) of data.
- In 2002, the L180 was replaced by a Sun StorEdge L700 tape library and the E250 was upgraded to a Sun V880 server.
- In 2005, the Department of Fish and Wildlife L700 tape library used six LTO Gen 1 Tape Drives with 696 slots and has 70 Terabytes of uncompressed capacity.

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The Results

Thanks to GMI, the Department of Fish and Wildlife has been able to stay on budget while meeting their demanding storage needs — and has partnered with GMI on a number of Sun-related projects. More importantly, the Department of Fish and Wildlife and GMI have developed a solid, trusting relationship.

“GMI is just great to work with,” says Larsen. “We’ve had a really good rapport with them. If I were unhappy with anything and called GMI, they’d be on top of it right away. These days, customer service has gone out the window. When you find a vendor who offers customer service as their primary service, you keep them.”



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