



CONCORDE
INFORMATICS

Case Study



Client: Omega Plc

Omega Plc deploys an HP Storage Mirroring Virtual Infrastructure with Concorde Informatics Ltd



One of the country's fastest growing manufacturing companies deploys HP Storage Mirroring Software to protect its critical IT systems.

Omega Plc is a UK-based manufacturer of high quality kitchens. Established in 1996, it has twice been named one of the fastest growing UK manufacturing companies. Omega floated on the London Stock Exchange in 2004 and now turns over £30 million. Every week, its factory in Doncaster produces over 300 complete branded kitchens, which are sold by independent retailers and to contractors across the UK.



The issue

Omega has one manufacturing location, a large purpose-built factory near Doncaster in South Yorkshire.

In early 2003, Omega had replaced its original IT infrastructure and management software. The new SAP management system was a huge success, increasing profitability by 100%. However, with SAP integrated into every aspect of operations, if the system were to fail the whole company would rapidly grind to a halt. To this end Omega decided to implement a more resilient infrastructure.

Omega's original business continuity plan included making a tape backup of data at the end of each working day and the transporting the tape to a secure off-site location. In the event of a disaster, the tape would be retrieved and loaded onto systems within a third party data centre. Omega's IT team would be able to provide core functionality to keep the company operational from seats within the remote data centre. The efficiency of this plan was not appropriate to deal with a partial loss of resources

The solution

Concorde Informatics Ltd, Omega's value added reseller, was consulted and it

suggested a strategy that would not only guarantee the required level of business continuity but also have far reaching additional benefits for the management of IT. Concorde's plan included the deployment of new HP server hardware, with server virtualisation from VMware, and data replication and failover provided by Storage Mirroring.

Virtualisation is one of the fastest-growing new technologies. Market-leaders, such as VMware, provide customers with the ability to consolidate servers, address scalability and manageability needs, improve IT efficiency and drive down costs. As IT infrastructures evolve to take advantage of virtualisation, it is important that organisations also evolve their data protection strategy to keep virtual systems safe.

Storage Mirroring provides reliable data replication and high availability capabilities that work just as well in virtual systems as they do on their physical counterparts. When the accessible data protection capabilities of Storage Mirroring are combined with the flexibility and efficiency of virtual systems, businesses gain a protected and highly dynamic server environment.



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Storage Mirroring can provide continuous data protection of the virtual systems and fail them over to another physical host within minutes. Leveraging virtual systems at the disaster recovery site, one can deploy fewer physical servers and provide autonomous virtual targets for each client or business. Storage Mirroring is the proven leader in real-time data protection for virtual systems.

Benefits

After the strategy was implemented (during early 2008), all of Omega's virtual servers could be instantly migrated across hardware located in any of its three computer rooms. In the event of a disaster, Philip Leech and his team could failover the virtual servers hosted on hardware in the ground floor computer room at the click of a mouse. There would be no downtime, no need to failover at night and the ability to relocate hardware independent of ongoing operational requirements.

The ability to quickly and easily migrate virtual servers between host hardware also meant that routine maintenance could be performed at a time convenient to the IT team and with no fear of effecting operations. Additionally, if there were a sudden unexpected disaster, anything from simple hardware failure up to destruction of a computer room.

Philip Leech commented on the new infrastructure, *"The solution designed, developed and installed by Concorde is unbelievably good. In the event of a disaster one of our three computer rooms could be destroyed and the business could carry on with almost full performance from all our systems. Additionally, being able to migrate our virtual servers easily and whenever we want means that we have free rein to innovate into the way we manage IT. Our infrastructure is now so much more dependable and easier to manage its brilliant. VMware server virtualization coupled with Storage Mirroring is a perfect solution"*.

"Concorde proved an excellent partner from the outset of the project. Their commitment, expertise and knowledge proved invaluable in gaining confidence in deploying the



solution."

For full disaster recovery, Omega still relies on tape backups and the ability to work at a third party data centre. On the future of Omega's plans Philip Leech commented, *"Storage Mirroring comes with the ability to replicate data over any distance and failover our systems to a remote location. Given the success we have had with the solution in our main site, the next development is likely to include maintaining a relationship with the data centre but dispensing with tape backup as the tool to transport data. Omega will have completely transformed its ability to cope with any disaster, big or small, as well as acquired a infrastructure that is completely dynamic."*



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