Silver Peak | customer profile

PRIVA ACCELERATES NETAPP REPLICATION WITH SILVER PEAK

Dutch manufacturer protects nearly ten-times more data with Silver Peak replication acceleration

When Storage Area Network (SAN) replication stalls, some companies might just throw more bandwidth at the problem, but not Priva B.V. The Dutch manufacturer of building management and climate control systems makes a point of conserving natural resources – and WAN bandwidth, apparently.

Instead of purchasing more bandwidth to replicate traffic between its Dutch locations, Priva improved NetApp® SnapMirror replication nearly six-fold with Silver Peak WAN acceleration. "Our partner, Storedata, recommended we try Silver Peak," says Ed de Jong, IT network engineer at Priva, "We found we were able to move nearly ten-times the data over our existing Internet connection, without spending a single Euro more on bandwidth."

WHO IS PRIVA?

Priva provides sustainable solutions for the more efficient control of climate, energy and water within indoor environments to customers around the world. The company has offices around the globe with headquarters in De Lier, Netherlands and a remote site in Arnhem, Netherlands. A 20Mbps IPSec Virtual Private Network (VPN) connects the two locations. File (CIFS, FTP) and e-mail (MS Exchange) run across the VPN, alongside other business productivity applications.

Priva's initial Disaster Recovery (DR) strategy relied on on-site tape backup. The company replicated the primary storage, a NetApp FAS3140, to a local FAS 2050 using NetApp SnapVault and then copied the data to tape for archival. But backup frequency was limited and there was still the risk of site disasters destroying the primary and replica.

Backing up to the Arnhem site made sense as it had a similar storage cluster, but the VPN seemingly lacked the capacity to support the existing traffic and replication. Trials showed that backup times with NetApp SnapMIrror took 12 hours, continuing until employees came into the office the next day.

SNAPPIER NETAPP REPLICATION WITH NO FUSS

Priva reached out to its technology partner, Storedata, to develop a more effective back-up solution. Instead of additional bandwidth or adding another NetApp filer on-site, Storedata recommended Priva consider using Silver Peak's data center class, WAN optimization software to accelerate replication over the company's Internet VPN.

Silver Peak has extensive experience helping NetApp installations just like Priva. NetApp® SnapMirror is highly efficient when replicating offsite, transferring only changed blocks for up to 70 percent bandwidth savings. Silver Peak's Velocity compliments SnapMirror by further optimizing available bandwidth, and by overcoming common network challenges that hamper replication performance, such as distance and congestion

Silver Peak's acceleration software is built on the company's Virtual Acceleration Open Architecture (VXOA), which uses real-time optimization techniques to maximize replication performance over any existing wide area network (WAN) infrastructure. Specific VXOA capabilities include:

Customer: PRIVA

Network Background

- Global company, headquartered in the Netherlands
- 20 Mbps Internet VPN used for replication traffic + file, email and web
- NetApp FAS 2050s running SnapMirror and SnapVault.
- 12 hours to replicate 75 GBytes per day.
- Recovery Point Objective (RPO) of eight hours.

Silver Peak Results

- Replication times reduced from 12 to 2 hours after Silver Peak virtual appliances installed
- Up to 835 Mbps total traffic reduced to 8.4 Mbps on WAN.

- Increased replication throughput by minimizing packet re-transmissions due to congestion and poor network quality.
- Maximum available bandwidth for replication through byte level deduplication and compression
- Replication over long distances by overcoming transport latency

What's more with VXOA, IT can manage costs more effectively. Silver Peak virtual appliances can be purchased as a product or service, and upgraded in minutes just by downloading a new key. This way customers such as Priva can pay for the optimization capacity they need today, and easily upgrade to higher capacity optimization in the future.

SILVER PEAK: THE STANDARD FOR REPLICATION ACCELERATION

After initial discussions with Storedata, Priva chose to deploy Silver Peak because of its leadership position in the data center. This is due to the company's unique ability to optimize any IP-based application, and the fact that Silver Peak offers a wide array of virtual appliances, all of which perform as well as similar physical devices.

Priva chose the VMware version of Silver Peak's virtual appliances, which are available for download from the Silver Peak marketplace, and deployed them in just two hours. With the Silver Peak solution in place, Priva saw replication times drop from 12 hours down to just 2 hours. "We sent the same amount of data, but moved 4x less between the sites," says Ed de Jong. The company also saw a drop in all other IP traffic over the WAN. "At times, 835 Mbps of data was sent using less than 9 Mbps of WAN bandwidth," adds de Jong.

But Priva's astounding improvements and easy deployment are hardly unique. Many leading organizations rely on Silver Peak for replication acceleration, saving them time and money while meeting even the most stringent DR objectives.

For more information, please contact your local Silver Peak representative or visit our website at www.silver-peak.com.