Silver Peak eases DR route for 4x4 specialist

ARB accelerates VMWare Site Recovery Manager; meets 24-hour RPO in 3 minutes.

By making an existing data link far more effective, Silver Peak's software has made data replication to a disaster recovery site possible for ARB Corporation, Australia's largest manufacturer of 4x4 accessories. A 95 per cent reduction in data crossing the wide area network (WAN), made off-site backup affordable.

From ARB's main manufacturing facility at Kilsyth in Melbourne, the company network links 25 branches, including outlets in all major centres and a stockist in Darwin. These sell high quality, durable equipment that meets the needs of four-wheel drive owners across Australia. The network, which serves 500-plus users, extends to two manufacturing facilities in Thailand as well as a US office in Seattle.

Aaron Miles, Project Manager for IT Infrastructure, encountered a roadblock in his plans to bring the corporate architecture into line with best practice.

"We were looking to set up a disaster recovery solution to give us fail-safe off-site redundancy for our corporate ERP solution, and decided to roll this out at our Brighton branch in Melbourne, which is close to a Telstra exchange and gives us a few WAN link options", said Aaron.

ARB runs VMware's Site Recovery Manager (SRM) vSphere replication solution. While the company's main link is a 6 Mbps fibre tail, ARB also has a 1Mbps private DSL backup link to Brighton from Kilsyth. Aaron intended to use this for connecting to the proposed DR setup, but found it could not handle ARB's replication volume of over 5G/Bytes during a typical working day.

"There was no point trying to use our replication solution across that link," said Aaron. "The volume of data it would need to synchronise each day could not cross a 1 Mbps link. I might have been able to replicate it once a night, but it would have taken six or seven hours and even then there's no guarantee it would finish the job."

He referred the problem to ARB's preferred consultancy, systems integrator IPsec, who recommended Silver Peak. Aaron found Silver Peak's Oceania Director, Brian Grant, so impressive and passionate about the company's technology that after a trial run, he chose not to evaluate other options.
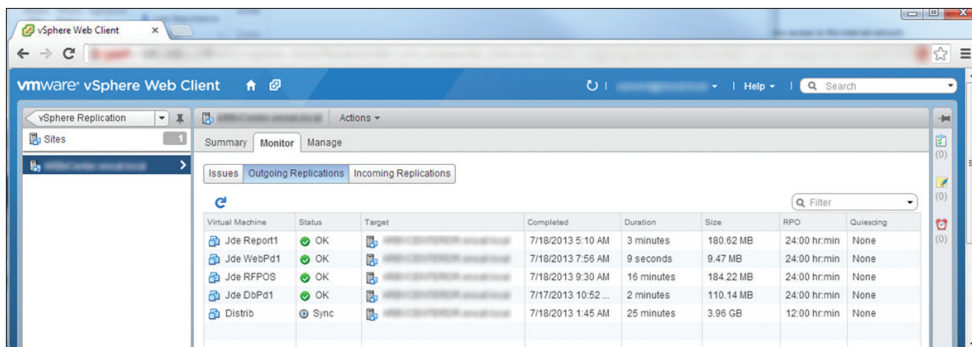
Customer: ARB

Business Challenges

- Deliver affordable business continuity for the corporate ERP system.
- Meet 24-hour RPO for all data.

Network Background

- Main manufacturing facility at Kilsyth in Melbourne and 25 branches, including outlets in all major centres and a stockist in Darwin. Two manufacturing facilities in Thailand as well as a US office in Seattle.
- 500-plus users in total.
- VMWare Site Recovery Manager (SRM) for disaster recovery.
- Replication link, 1 Mbps DSL from Kilsyth to Brighton.
- 5 GB of data replicated during a work day.
- Unable to replicate data across existing links.

Silver Peak Results

- Protected ERP system within existing budget.
- Met DR imperative across existing SHDSL, 1 Mbps line.
- 5x (average) and 40x (peak) reduction of data crossing the WAN.
- Beat 24-hour RPO requirement, replicating data in as little as nine secondsand typically within 30 minutes.

Figure I: With Silver Peak, ARB met its 24-hour RPO in just three minutes.

"Brian knew his product and had such confidence in it that he inspired confidence in us too," said Aaron. "The talent and confidence of Silver Peak's people was among our prime reasons for implementing their solution."

ARB installed two virtualised Silver Peak VX1000 software devices, one at each end of the Kilsyth-Brighton link. Their WAN optimisation performance gains were realised almost immediately, enhancing the cost and flexibility benefits of ARB's virtualised environment. The company runs a WMware environment, with Veeam replication software. All but one of its 30 servers are virtual.

"The Silver Peak technology has proved invaluable for our organisation," said Aaron Miles. "We see 95 per cent data optimisation results on a good day and 91 per cent or high eighties on a bad traffic reduction day."

Discussing return on investment (ROI) Aaron said since ARB had already paid for the 1 Mbps link, and given the prohibitive

costs of larger links from Telstra's Brighton exchange, Silver Peak's VRX technology paid for itself immediately.

He said: "Essentially, Silver Peak has become invaluable to our organisation. A new, larger link would have cost more than twice as much as two software-based WAN optimisation devices, so our Silver Peak subscription represents exceptional productivity gains."

According to Aaron, the fact that Silver Peak technology is IP-based delivers additional benefits of flexibility. He is confident in being able to send traffic of all kinds through the Silver Peak-optimised link, knowing it will be compressed and achieve a significant reduction in traffic percentage.

ARB isn't alone. Companies around the world depend on Silver Peak to make their WANs perform as effectively as their LANs See for yourself with a free trial from the Silver Peak Marketplace or contact us at www.silver-peak.com.

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Figure 2: ARB reduced 8.8 GB by over 90 percent to 826 MB.

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