



Gareth Morgan Investments Reduces Weekly Backup with Dell EqualLogic and Silver Peak

New Zealand investment firm uses Silver Peak virtual data acceleration to fix network problems interfering with data replication and a whole lot more

Investment manager Gareth Morgan Investments (GMI) reduced its weekly backup by a third, saving a half a day off, after implementing Silver Peak's virtual data acceleration.

"We're getting anywhere between 50 and 150 times more out of our WAN with Silver Peak," says Mike Bordignon, GMI's infrastructure manager.

A Problem of Delay

GMI is a New Zealand owned and operated investment management business with a main office in Wellington, New Zealand and data centres in Wellington and Auckland, New Zealand. More than 60 users share the wide area network (WAN) with IT, running data backups, storage area network (SAN) replication, printing, communications and multimedia. A Dell EqualLogic storage array is used for storing and replicating the data. The sites are equipped with 50 Mbps and

100 Mbps private network connections, respectively.

As GMI's traffic grew, application performance across the WAN began to suffer. The company's 5 TB weekly data replication took 36 hours, too long for the investment firm, and that wasn't the only problem. "Users were complaining of slow access times to our storage array," says Bordignon.

Latency was the issue. Ping times while replicating data between the locations were regularly reaching hundreds of milliseconds (ms) even though GMI's offices are several hundred kilometres apart (about 10ms). The increased delay resulted from network congestion caused by sharing the line with other GMI applications as well as other customers of GMI's service provider.

As latency grows, TCP performance declines regardless of the amount of bandwidth in the network. The effect is particularly noticeable when moving large

Customer: Gareth Morgan Investments

Business Challenges

- Backups took too long and delays were experienced in accessing storage
- Users complained of slow access times.
- Transfer volumes increased as business expanded

Network Challenges

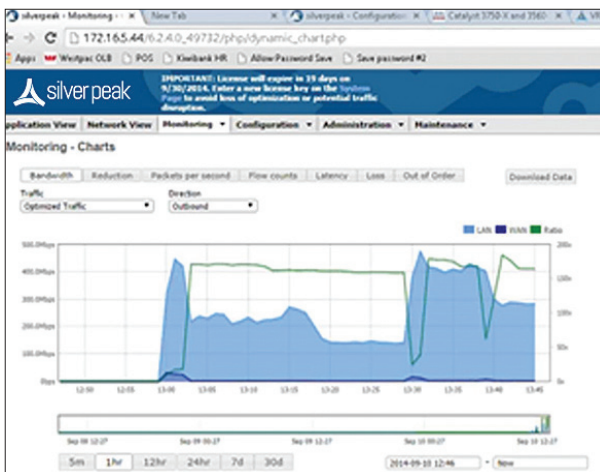
- Latency of 50 - 500ms and increasing
- Replication times were 36 hours

Network Background

- WAN link between two data centres
- Data replication limited to traffic from SAN
- Dell EqualLogic storage array used for replication and back-ups.

Silver Peak Results

- Network and backup traffic reduced by 150X
- Eliminating the effects of congestion resulted in latency below 20ms
- Replication times reduced by 12 hours



With Silver Peak, GMI reduced the WAN bandwidth needed for network and backup traffic by 150X.

files, like GMI's 5 TB backup. The situation was only going to get worse for GMI as data transfer volumes were expected to increase with the business expanding its Kiwi Saver plan - a voluntary long-term savings plan found in New Zealand - to more than 110,000 customers.

GMI Deploys Silver Peak

Dell recommended that Bordignon trial Silver Peak replication acceleration software. The Silver Peak technology mitigates and eliminates the effects of the underlying networking problems that degrade replication performance. Companies not only move more data, faster, but they also avoid expensive hardware upgrades and increased bandwidth charges often thought to be needed to improve WAN performance.

Bordignon installed the Silver Peak on his own. As virtual software, Silver Peak's replication acceleration is always available from the Silver Peak Marketplace and can be trialled free for 30 days. Trial users receive full customer support, which he describes as "first rate."

Silver Peak proved to be efficient and cost-effective in optimising data and overcoming latency. The Silver Peak software reduced network and backup traffic by 150X (see figure).

Addressing GMI's congestion problems solved its delay issues with Silver Peak reporting latencies below 20 ms. "Our weekly backups had been taking too long, which was the main driver for purchasing Silver Peak," says Bordignon, "Today, they finish in a third-less time and we freed up bandwidth for other initiatives," he says.

GMI's experiences are hardly unique. Leading companies all over the world depend on Silver Peak every day to improve the performance of their WAN and hybrid-cloud deployments. Download the Silver Peak yourself for a free, 30-day trial in just 20 minutes or contact us and learn how Silver Peak can help your organization.

"We're seeing data reduction ratios between 50 and 150 times," says Mike Bordignon, GMI's infrastructure manager, "That's a massive decrease."