

## YUSEN LOGISTICS

## ABOUT YUSEN LOGISTICS

With more than 22,000 associates worldwide, Yusen Logistics is recognized as one of the leading logistics providers in the market. Yusen Logistics delivers fully integrated logistics solutions tailored to the needs of its customers, including warehouse and distribution, freight forwarding, international network services, supply chain consulting, and IT solutions.

## BUSINESS NEED

Already an EMC DMX and CLARiiON customer, Yusen was starting to have WAN congestion issues as replicated data was bursting beyond the capacity of their DS3 link. During a Sarbanes-Oxley audit, Yusen realized that their DR strategy was now non-compliant. Yusen's SRDF/A would switch to Adaptive Copy mode and was failing to meet the RTO and RPO standards set by SOX regulations. Yusen needed a seamless, inexpensive, and long-term solution to fix their problem, and they needed it fast.

## DISCUSSION

Yusen was also looking at Blue Coat, a network security and management enterprise appliance. The EMC team was able to quickly eliminate this consideration by pointing to Silver Peak's EMC Select relationship and eLab qualifications with EMC—something Blue Coat did not have.

With Silver Peak, EMC was able to help the customer by positioning Silver Peak's NX appliance as part of a long-term strategy to create a compliant, high performance replication solution.

Silver Peak's Network Integrity helped clean up WAN loss, which enabled Yusen logistics to replicate over an Internet VPN—eliminating the need to do replication over a private WAN connection. This saved Yusen hundreds of thousands of dollars a year in WAN bandwidth costs. In addition, Silver Peak's Network Memory feature delivered compression and real-time deduplication that reduced data bursts during replication from near capacity (44 Mb/s) to just 6 Mb/s.

With SRDF, DMX and CLARiiON already in place, EMC added value by solving a pain point outside of EMC's core offerings. By selling Silver Peak's NX appliances, they gained additional revenue, improved the performance of the EMC solution, and strengthened the customer relationship and EMC credibility.

## Case Study: YUSEN LOGISTICS



## Application:

EMC SRDF/A

## Products Sold:

Silver Peak NX-7000 series