



ZLTO MEETS 5 MINUTE RPO WITH SILVER PEAK AND DELL EQUALLOGIC

ZLTO is an association that handles national relations for over 18,000 farmers across the Netherlands. The association has two Dell EqualLogic storage clusters that are used as data stores for the company's VMware environment. ZLTO runs all local servers and applications from these clusters, with each location serving as a fail-over for the other in the case of an unexpected outage.

“Even though the distance between Goes and Den Bosch is not terribly long – only about 10 ms of latency – we were still having difficulty replicating between the two locations,” said Bart Haans ICT manager. “The WAN link between our two locations did not provide enough capacity to support real-time synchronization of all our volumes.”

ZLTO allocated approximately 20 Mbps of a 50 Mbps WAN for replication. The association felt this would be more than enough capacity to support their disaster recovery needs, which involves starting a new auto replication job every 5 minutes for each of their 6 volumes in production.

“During peak periods, we quickly surpassed our bandwidth allocation for replication,” said Haans. “So not only were we consuming too much expensive bandwidth, we were also missing our 5 minute RPO.”

ZLTO looked at increasing their WAN bandwidth, but the thought of spending several thousand Euros more per month was unappealing. Especially since there was no guarantee this would fix the performance issues they were experiencing due to packet loss. That is when Dell, ZLTO's main IT vendor, recommended that the company look at Silver Peak.

DELL'S PREFERRED WAN OPTIMIZATION PARTNER

Silver Peak is a Dell global preferred partner for WAN optimization. Silver Peak's software helps Dell customers move data quickly and cost effectively between data centers, branch offices, and the cloud.

The Silver Peak solution is known for its scalability and unique ability to optimize all IP traffic without requiring plugins. In addition, the company's is the leader in virtual WAN optimization, with branch office and data center solutions that run on every major hypervisor.

Silver Peak complements Dell EqualLogic by overcoming WAN obstacles that hamper replication performance. This includes network integrity techniques that fix packet loss, deduplication techniques that maximize available network capacity, and latency mitigation techniques to extend distance between source / target locations. The result is 6x to 15x faster EqualLogic replication performance on average over the WAN. (See figure 1)

Customer: ZLTO

Business Challenges

- EqualLogic replication not completing due to limited WAN bandwidth
- Missed RPO exposing the company to risk
- WAN upgrade deemed too expensive

Silver Peak Results

- 86% reduction in bandwidth used for replication; WAN upgrade avoided
- Consistently meeting 5 minute RPO
- Virtual WANop solution lowers hardware footprint and environmental costs

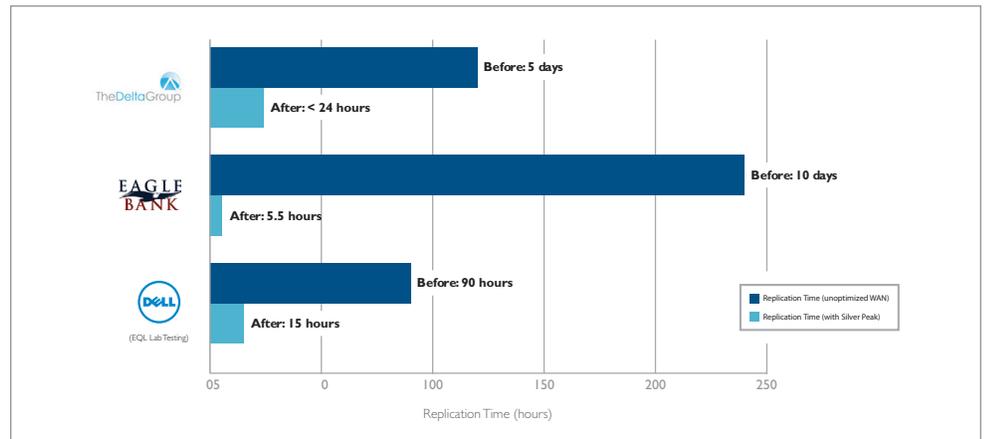


Figure 1

ZLTO ultimately decided to deploy two Silver Peak VX-3000's on Dell PowerEdge R610 servers running VMware vSphere 5.

“We were able to install the solution simply by redirecting traffic from the EqualLogic arrays to the Silver Peak virtual appliance,” said Haans. “No changes to the network were required, which enabled us to bypass the local service provider completely (who manages our routers). We were up and running and optimizing traffic in just a few hours.”

With Silver Peak, ZLTO reduced the amount of bandwidth required for replication by 86% (See figure 2). In addition, ZLTO is now able to move almost 11 TB of traffic over their WAN in a 24 hour period, helping the association to replicate all 6 of their production volumes in the desired 5 minute intervals. (Prior to Silver Peak ZLTO could only replicate a fraction of their volumes in this time period.)

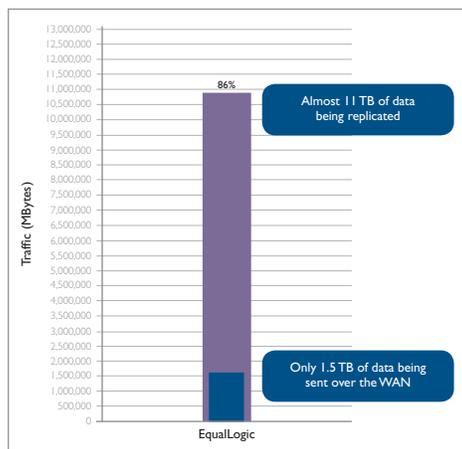


Figure 2

By meeting their stringent RPO, ZLTO's IT department has mitigated the company's risk of exposure. By avoiding a WAN upgrade, Silver Peak and Dell saved the association tens of thousands of Euros per year.

According to Haans, “We expect the Silver Peak solution to pay for itself in the first year of deployment.”

In addition, by choosing Silver Peak's virtual appliances, ZLTO minimized their data center hardware footprint. Not only are they getting the highest performing WAN optimization solution on the market, but they have minimized space, power, and cooling requirements in the process.

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