

Software Company Protects Global Cloud Offering with Silver Peak Velocity

Long distance replication is essential to the protection of cloud services. But as The Software Company, a leading provider of IT Management Solutions, learned even the best replication solutions can struggle when moving data over long distance Internet connections.

To meet their Recovery Point Objectives (RPO), The Software Company paired Silver Peak's Velocity replication acceleration solution with NetApp SnapMirror. The result: the company can replicate over 200 GB of data across the United States in under 19 hours, safely and efficiently meeting their disaster recovery objectives.

REPLICATION: ESSENTIAL TO THE BUSINESS

The Software Company made a strategic decision to deliver its products as a global cloud offering. With users constantly on the move around the globe, replicating customer data across geographies was essential in delivering a responsive Software as a Service (SaaS). Replicating management information was also important for disaster recovery purposes. By creating redundant data centers, the Software Company is able to minimize service downtime.

The Software Company chose NetApp for their storage and replication needs. NetApp FAS 3240s were deployed in the company's main California data center and in collocation facilities in New Jersey, London, Germany, and Hong Kong, with NetApp SnapMirror used for replication. Between California and NJ, for example, the company moves 200 Gigabytes (GB) of traffic a day - 130 GB

of NetApp data and an additional 70 GB of Oracle.

"Our data centers are connected via Internet WAN links that could burst up to 100 Mbps", said the Senior Infrastructure Engineer. "We knew we had enough network capacity to replicate 200 GB of traffic within a 24 hour RPO. However, we were in for a surprise."

During testing, the Software Company was startled to see that it was taking over 48 hours to replicate all of their traffic between California and NJ. Despite having a 100 Mbps Internet connection, they were never getting more than 8 Mbps of throughput over the WAN due to latency and up to 5% packet loss.

"Network conditions were causing us to badly miss our recovery point objectives," said the Senior Infrastructure Engineer. "Since it was cost prohibitive to move to a private data network just for replication, we knew that we needed an alternative solution for replication acceleration, and we needed it quickly."

That's when the Software Company's technology partner, FusionStorm, introduced them to Silver Peak. Silver Peak is the leader in replication acceleration, with proven results across NetApp, EMC, HDS, Dell and other leading replication solutions. With virtual solutions that can be downloaded in seconds and deployed in minutes, The Software Company felt compelled to give Silver Peak a try.

According to the Senior Infrastructure Engineer, "I couldn't believe how easy Silver Peak's software is to deploy. We downloaded

Business Challenges

- Optimize performance of global Software as a Service (SaaS) offering
- Protect SaaS offering via offsite replication

Network Background

- Main data center in California with co-location facilities in US, Asia and Europe
- All sites connected via Internet (up to 100 Mbps speeds)
- NetApp FAS 3240s used at each site for storage; SnapMirror used for replication
- Unable to meet 24 hour RPO

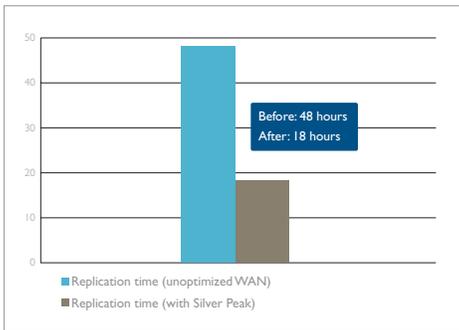
Silver Peak Results

- Replication time reduced from 48 hours to under 19 hours
- Average WAN throughput quadrupled – from 8 Mbps to 35 Mbps

virtual appliances from their online Marketplace, and once installed it took us minutes to start optimizing our SnapMirror traffic.

All we had to do was create a static route from within the filers, which was way easier than we anticipated.”

Within the first day, replication times improved by over 60 percent, dropping from 48 hours to 18 hours – well within the company’s 24-hour RPO.



With Silver Peak deployed, the Software Company also saw network throughput quadruple to 35 Mbps without spending any more for the WAN. This enabled the company to get more value out of their 100 Mbps connections. In addition, this increase in WAN performance also benefited other applications on the WAN, which include Oracle backup and customer data backup (office files, images, zip etc..).

THE SILVER PEAK ADVANTAGE

NetApp® SnapMirror is highly efficient when doing offsite replication, transferring only changed blocks for up to 70% bandwidth savings.

Silver Peak Velocity complements SnapMirror by further optimizing available bandwidth, and by overcoming common network

challenges that hamper replication performance, such as distance and congestion

The Silver Peak Velocity solution 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:

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

SILVER PEAK SETS THE STANDARD FOR REPLICATION ACCELERATION

In the end, Silver Peak’s performance, flexibility and ease of installation won the day.

“Silver Peak has become our acceleration standard not just for the one data center where we were testing, but for any new data center we deploy,” said the Senior Infrastructure Engineer involved with the project.

The Software Company is not alone. Thousands of customers have turned to Silver Peak for replication acceleration. By increasing replication throughput over any network environment, including a global Internet based WAN, Silver Peak saves time and money and ensures that the most stringent DR objectives are always met.

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

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