

Industry:
Investment
Solutions/
Management

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Achieving Compliance

Financial Services Company Taps ePlus® Technology for Disaster Recovery Initiative



An investment management company delivers market-driven solutions to institutions, intermediaries, and individuals around the world. As part of an \$890 billion investment organization, the company provides access to a diverse line-up of independent investment managers in a wide range of investment vehicles all through a single point of access.

The Challenge

When faced with compliance requirements around data permanence, protection, and availability, the company realized it needed to enhance its disaster recovery strategy related to critical applications and data sets. In order to accomplish this, it had to migrate business applications from disparate storage environments into a storage area network (SAN) that could also support a VMware deployment. It also needed a disaster recovery site to mirror its data center with appropriate backup capabilities and sufficient bandwidth to support data replication.

Search for a Comprehensive Solution

The financial services firm considered several VARs, including incumbents, for this project. It selected ePlus Technology, not an incumbent, to handle the disaster recovery and data center initiative based on the demonstrated experience of ePlus' sales and professional services team. In addition, ePlus holds high-level vendor certifications as a NetApp Star Partner, Microsoft Gold Certified Partner, and VMware Premier Partner—illustrating it has the knowledge, certified staff, and partnerships to pass along the greatest benefits.

“We were impressed with ePlus from a technical standpoint, and also with their hands-on approach and attention to our specific needs. ePlus had everything we needed, a multi-vendor approach, expertise in all of the technologies required, and the experience that made us feel confident in their ability to get the job done,” said the company’s Vice President of Global Infrastructure.

Disaster Recovery and Data Center Success with ePlus



An Upgrade for Disaster Preparedness

The ePlus team performed a careful assessment of the company's infrastructure to determine if its existing NetApp SAN could accommodate the application migration as well as the bandwidth requirements to connect the data center to the disaster recovery site. ePlus then prepared a detailed statement of work and outlined the equipment and services necessary for a NetApp SAN upgrade to a FAS3040 from a FAS3020C to handle the disaster recovery initiative. The ePlus Professional Services team also worked on an engagement to migrate email archives from a third party to the newly designed NetApp SAN.

The storage upgrade leveraged the firm's existing infrastructure and demonstrated one of NetApp's unique value propositions in terms of seamless growth. The existing NetApp storage system was migrated to the disaster recovery site to function as the disaster recovery SAN. ePlus sourced the equipment and provisioned services for the installation of the disaster recovery site and worked closely with the NetApp Professional Services team for the SAN upgrade.

Client Success Summary

Organization:
Financial Services
Company

Industry:
Investment Solutions/
Management

Solution:
SAN Upgrade,
Disaster Recovery,
Email Archive Migration

ROI:
Enhanced data performance, protection and availability; improved storage utilization and scalability; fulfilled compliance requirements; cost savings and three-month ROI on email archiving

In addition to the SAN, ePlus recommended and sourced a Quantum DXi5500 disk-based backup solution for the investment company's data center and disaster recovery site, which included replication technology that can increase the amount of backup data users retain on disk by up to 50 times.

Compliance No Longer an Issue

With its new IT infrastructure in place, the financial services organization is able to meet its audit requirements around compliance for data performance, protection, and availability. The upgraded SAN will allow the company to manage up to twice as much data with its current staff and delivers higher storage utilization as well as consistent, stable performance. And rather than paying a third party for its email archiving, the company saw a return on its investment of the email archive migration within three months.

The upgraded SAN designed by ePlus provides many benefits, including enhanced performance, scalability, and a lower total cost of ownership. In addition, with a new backup system in place the financial services company has a practical and cost-effective solution for its disaster recovery needs.

For information on how ePlus can help your organization realize significant savings, contact us at 888-482-1122 or visit us on the Web at www.eplus.com/datacenter.

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1-888-482-1122

info@eplus.com

