

Data Center Consolidates while Widening Coverage



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Current Situation

A data center hosting firm in Germany had 24 data centers spread out across the country providing synchronous replication services to local businesses. However, the data centers, by their service definition, were limited in their coverage range and the company found that it was losing out on business where primary sites were just outside the distance parameters.

Wanting to grow the business without the associated high costs of multiple data centers, the hosting firm sought out suitable solutions. None was available that answered all the criteria.

Main Challenge

Implement a solution that would allow the data center hosting firm to widen its coverage and increase business without incurring the costs of building and managing new data centers. In short, the hosting firm would like to:

- Deliver zero data loss services
- Widen their coverage and increase client base
- Reduce or eliminate costs of multiple data centers

Solution

Axxana presented the hosting firm with a technology and business solution that surpassed their expectations. The Phoenix System® RP for the VNX Series, CLARiiON and Vblock Systems enables customers to use asynchronous mirroring and augments the replication with Axxana's Enterprise Data Recorder (EDR), a sturdy and robust data protection storage system capable of withstanding extreme conditions and surviving any type of disaster without losing data. By installing the EDR at their customer's premises, the hosting firm was able to consolidate the number of data centers, widen the coverage of synchronous replication services, while increasing the number of customers and offering support and maintenance services.



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