

ETO turns to Vizioncore for Data Backup and Business Continuity

vizioncore™

THE SITUATION

ETO devises, designs, implements and manages tailor-made relational platforms to establish important creative links between a brand and its clients. The company needed to renew all IT environments to provide hardware and software independence. ETO also needed to resolve a space issue in the data centre.

THE SOLUTION

ETO opted for Vizioncore vRanger Pro™ to back up its desktop servers. Data storage was also virtualized to produce two identical sites. Delighted with the results, ETO added vReplicator™ to set up an operational and functional Disaster Recovery Plan (DRP).

THE RESULTS

“vRanger Pro and vReplicator enable us to back up and replicate our servers either completely or incrementally. vReplicator also means we can ensure a DRP using a reduced team, which represents a considerable saving in terms of time and resources.”

Farid Aid
IT Systems Manager
ETO

“Our core business requires very high availability of our desktop servers. We have more than 200 critical servers. In order to be able to manage our skills and the hours we work, and to ensure the independence of our physical infrastructure, we have opted for virtualization. This technology has also allowed us to capitalize on human skills and to add long-term value to some applications that were difficult to update on our old machines. Until now we have had to monopolize most of our engineers in order to set up a Disaster Recovery Plan (DRP) for our 200 servers. To provide a response to the issues of backup and DRP, we have chosen Vizioncore vRanger Pro and Vizioncore vReplicator to back up and replicate our servers either as a complete or incremental backup. vReplicator also means we can ensure a DRP using a reduced team, which represents a considerable saving in terms of time and resources.”

Farid Aid
IT Systems Manager
ETO

THE SITUATION

ETO is a marketing services company based in Paris that designs, implements and manages tailor-made relational platforms to establish important creative links between a brand and its clients. The entire spectrum of ETO's business activity, from consultancy to the audit stage through the production of campaigns, depends on its desktop environment, which forms the basis of its customer relations. In 2006 ETO decided to virtualize some of its desktop servers and data storage.

A combination of the high cost of renewing IT equipment, the frequency of redeployment and the lack of any further space in the data centre is what led ETO IT Systems Manager Farid Aid to turn toward virtualization with the aim of making the hardware independent from the software.

In 2006, ETO deployed a VMware virtual infrastructure and managed to quarter its number of physical servers. ETO also introduced a blade center, saving space and reducing energy consumption by almost 40 percent. In 2007, 90 percent of the servers were virtualized.

ETO was aware of the need to set up a disaster recovery plan in case of office systems failure and also wanted to be able to save and restore its virtual machines in a matter of minutes. It therefore carried out numerous tests on systems thought to be too slow. This involved accounting, office automation and customization, which make up some of the company's critical services. "The search for a technical solution to set up the DRP was essentially based on what we had learned in terms of our RTO (recovery time objective) requirements," said Aid.

"We had to find a solution to the question of DRP with regard to the critical dimension of our desktop servers. We had to be in a position to restore and back up our virtual machines rapidly, and without having to monopolize our entire team of engineers. After a number of tests, the vRanger Pro solution proved to be ideal."

Having had a very positive experience with vRanger Pro, ETO then tested vReplicator, which allows servers to be replicated either fully or incrementally. ETO tested the product in order to be able to make a decision between this and other solutions, with a view to its objectives in terms of timescale and budget for setting up a DRP. "We basically used vReplicator in departments with a weak RTO or those with complex applications. The Vizioncore licensing policy offered them increased flexibility and meant they could obtain a convincing and meaningful result," noted Aid.

THE SOLUTION

ETO purchased 28 vRanger Pro and vReplicator licenses. Internal teams were able to set the product up themselves, as they are easy to install and run.

ETO entrusted the backup of its data to vRanger Pro. vRanger Pro is a solution for the backup of virtual machines, protecting them from system downtime, the repercussions of which could be detrimental to ETO and its business.

vRanger Pro enables rapid restoration of virtual machines or specific files, compresses files so that they can be sent through LANs/WANs to remote sites and provides centralized management.

In order to ensure business continuity, ETO turned to Vizioncore's vReplicator. This enabled ETO to benefit from virtualization to create efficient high-availability strategies and keep its applications up and running 24/7/365. vReplicator enables the replication of the entire virtual machine, including configuration parameters, operating systems and their patches, applications, data and any other changes in the operating system.

THE RESULTS

"Virtualization has given us total independence from the physical infrastructure and provides ETO's workers with total transparency in case of downtime, in their daily work and in their access to the company's critical data," said Aid.

As far as IT staff are concerned, Vizioncore has supplied "full cover" protection for ETO's virtual infrastructure by providing automated backup and service continuity. For example, now that it has vReplicator, ETO is capable of replicating 20 or so servers without mobilizing any internal resources.

The convincing results achieved with Vizioncore solutions in terms of backup and Disaster Recovery Plan and in terms of the fully functional and efficient virtual infrastructure of its data centre have led ETO to consider plans for virtualizing its workstations by 2010.



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