

# 99X delivers more for less with new storage and backup solutions

HPE RMC forges secure link between HPE 3PAR StoreServ and HPE StoreOnce

## Objective

Streamline storage to shorten backup windows

## Approach

Researched storage solutions from four vendors

## IT Matters

- Reduces backup times for a single virtual machine by a factor of 20
- Enables up to 50 simultaneous backups to be run
- Uses snapshots to speed up data restore times

## Business Matters

- Cuts storage and backup overheads
- Increases competitive advantage by supporting attractive service levels and pricing
- Supports continued business growth



## Challenge

### Need to reduce backup windows

One of the most essential assets for IT service providers is the assurance that client data is safe and 99X, one of Norway's largest service providers, is no exception. Managing primary storage for production workloads and secondary storage for data protection from its headquarter in Oslo and branch office in Sri Lanka, it supports 10,000 users in 550 locations, dealing with over 200 applications and many thousands of virtual machines.

With 105 employees, 99X derives its name from the core of what it delivers – the 99 representing availability and the X, flexibility. At any one time it can be running up to 50 simultaneous backups and its guarantee to customers is that they can rapidly and cost-effectively access their data, anytime from anywhere.

Small and medium sized businesses are the core market for 99X so while its environment is highly virtualised with VMware vSphere®, it's also very segmented, making data backup complex, time consuming and potentially insecure.

“We have a lot of network segments and a lot of firewalls and routers to traverse which makes backups painful,” says 99X chief operating officer, Njål Wogn-Henriksen. “It also threatens the reliability of data protection because the data has to land in a lot of places before it gets to where it should be. We do backups nearly every way there is including agent-based backups using hypervisor APIs but even so, in the past, data still had to traverse a lot of points and all those network segments, firewalls, links and routers had to be sized according to the data that is passing through them. That is why moving data with fewer hops was key to our strategy.”

“With these Hewlett Packard Enterprise solutions, we are able to back up large amounts of data in a lot shorter time; we have not had any errors and recovery speeds are more than sufficient. We can now direct our focus on protecting data that really matters and can go to market with a lower price and a higher quality service.”

– Njal Wogn-Henriksen, chief operating officer, 99X

20X

reduction in  
backup times

99X runs backups almost 24x7, moving on average 2GB every second of every hour of every day, making data protection vulnerable to errors. Small changes in Domain Name System (DNS) or the service state could affect the processes. With such a complex environment, troubleshooting even minute changes could be very time-consuming, requiring more involvement from management staff and this made it difficult for 99X to maintain a flat overhead and hit client service levels.

99X found that the speed and flexibility of its legacy storage and backup systems could not deliver the levels of efficiency it required. It needed a new solution that would lower Total Cost of Ownership, simplify management, improve application performance and enhance data protection.

## Solution

### **3PAR StoreServ All-flash integrated data protection**

In 2015, 99X recognised the simplicity and performance benefits of All-flash storage and took the decision to move to Hewlett Packard Enterprise (HPE) storage solutions. It has replaced its previous systems with HPE 3PAR StoreServ 20850 Storage enterprise All-flash arrays.

The new 99X environment also includes HPE StoreOnce 6500 System. Designed to take the pain out of enterprise backup and disaster recovery, this solution reduces management overheads, cuts storage costs and matches data growth by providing efficient disk based backup with data deduplication.

Finally, to reduce complexity and improve security, 99X has also deployed HPE Recovery Manager Central. This software integrates the performance of HPE 3PAR StoreServ primary storage snapshots with the protection of HPE StoreOnce systems to provide fast, efficient, reliable and simple protection for business-critical applications. HPE RMC copies snapshot data from HPE 3PAR StoreServ directly to HPE StoreOnce, eliminating the need for a backup application for data movement. Bringing primary and secondary storage together in this way provides a faster, less complex and lower cost alternative to traditional backup processes, delivering application-consistent, non-disruptive protection for business-critical applications.

## Customer at a glance

### Hardware

- HPE 3PAR StoreServ 20850 Storage
- HPE StoreOnce 6500
- HPE Recovery Manager Central

### HPE services

- HPE Foundation Care

These solutions were implemented by HPE which is also providing five-year, 24x7 Foundation Care storage support. HPE StoreOnce and HPE 3PAR StoreServ were installed by local HPE technicians but the comparatively new technology of HPE RMC was a co-operation between the HPE RMC/StoreOnce lab in Bristol and local HPE staff. As an early adopter of this technology, 99X welcomed this 'cross border' arrangement.

## Benefit

### More for less

As well as simplifying the process of moving data, 99X has now reduced backup times for a single vSphere Virtual Machine (VM) by a factor of twenty. It is currently running 40 to 50 backups simultaneously and on average they are taking between 25 and 30 minutes to complete. With HPE RMC, a single LUN containing some 50 VMs is taking 30 seconds per VM.

"HPE RMC has provided a new technology angle from which we get fast backups and we're very excited about the integration between HPE 3PAR StoreServ and HPE StoreOnce," says Wogn-Henriksen. "More for less is our challenge and being able to deliver more high quality services is a very vital asset. With the new solutions from HPE, we are able to back up servers without traversing the network as much as we used to do and we are also able to back up servers without server configuration so the management overhead is going down quite a bit.

"We are able to back up large amounts of data in a lot shorter time; we have not had any errors and recovery speeds are more than sufficient. We can now direct our focus more on protecting data that really matters and can go to market with a lower price and a higher quality service."

HPE is welcoming valuable feedback on the new HPE RMC solution from a real cloud service provider like 99X which has been provided with direct links to HPE RMC engineers. This co-operation could result in product improvements and the addition of new functionality.

Learn more at  
[hpe.com/storage](https://hpe.com/storage)



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