

Taking business system's High Availability to the next level
and improving customer satisfaction

Baustoff+Metall International



Customer

- Baustoff+Metall International

Industry

- Wholesale and production of finishing materials

Challenges

- Need for High Availability of Services and Always-On Infrastructure
- Wish to reduce administrative overhead by simplifying the IT architecture
- Looking for outstanding Service & Support, eliminating the need for local resources

Solution

- NEC Fault Tolerant Server with NEC M-series Storage achieves unmatched business continuity and data integrity by preventing downtime
- Reduction of overhead costs because of easy installation, configuration and management and operational and maintenance visibility
- Cost savings on software licences, ease of storage connection, ease of storage extensibility
- Delivers outstanding serviceability with automatic ordering and replacement, hot plug-and-play

“NEC IT solutions are the best the market has to offer. The self-explanatory, and well thought out deployment, and the outstanding performance of the included storage devices impressed even me. Nowhere on the market is there a comparable solution to be found that can achieve what NEC's High Availability solution simply does out-of-the-box.”

Reinhard Schmitt, IT Presales Consultant of NECDIS

Challenges

The main objective for Baustoff+Metall International, looking into enhancing their existing solution, was Ensuring High Availability and Business Continuity. Today's businesses demand 24/365 availability of information in order to make smart decisions, push innovation, take advantage of latest opportunities, and stay one step ahead of the competition. Downtime is simply not tolerated. To meet these demands, IT systems that truly support the business must be always online and accessible, providing near-continuous availability of information through both planned and unplanned events. However, companies also need to consider cost constraints and carefully determine the right level of resilience for different parts of the business, striking a balance between investment and risk.

Being a fast growing international wholesale company of finishing materials, the customer was looking for an IT infrastructure that ensures the high availability and business continuity of its business



processes and applications. Baustoff+Metall International can't afford downtime, as the applications (ERP, Database, FTP...) need to run without stoppages or interruptions as this can affect all other aspects of the operations. Although adoption of virtualization brings more efficiency by eliminating multiple servers, this also introduces significant new points of failure as all critical apps may now be running on a consolidated amount of servers.

Solution

After a thorough comparative study undertaken over a period of 3 months, B+M made a clear choice for an NEC Fault Tolerant Server in combination with an NEC M-series Storage solution. This unique solution guarantees 99,999% high availability (which means a maximum of 5 minutes unplanned downtime per year). It was clear that the significant cost of downtime alone, immediately resulted in a high return on investment. On top of that the TCO (Total Cost of Ownership) proved to be lowest with NEC's Fault Tolerant server, taking into account its ease of implementation and administration. A decisive element for the choice to implement NEC's High Availability Solution was also the ease with which storage systems can be connected to the NEC Fault Tolerant Server: only the host bus adapter is needed to connect devices, while no additional SAN switch is necessary.

Benefits

In just one solution, NEC's Fault Tolerant Server provides the highest levels of availability, virtualization and ease of maintenance. It prevents downtime and data loss, without any loss of performance to the system or supported applications. The system's always-on capabilities are achieved with advanced lockstep technology and real-time management and monitoring. The NEC Fault Tolerant supports standard operating systems, and works seamlessly with existing system management tools and applications.



This operationally simple solution was quickly and easily deployed in just two days and provides operational and maintenance visibility for the utmost protection. Deployment was done by just two engineers, in a joint effort by NEC's Added Value Distributor NECDIS and their Value Added Reseller Kölbl Software-Computer. The system is serviced by automatically generated replacement parts ordering, eliminating the need for IT intensive resources.

About Baustoff+Metall International

Baustoff+Metall (B+M), headquartered in Vienna, supplies products for the dry installation and construction sector, in particular wall and ceiling paneling, insulation materials and flooring systems. The company advises on structural prevention and supplies all corresponding materials. B+M operates in 15 European countries.

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