

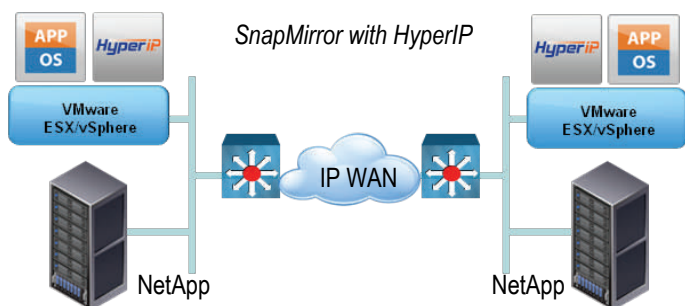
Global Energy Services Company

Software-Only WAN Optimizer for NetApp Replication

This global energy services company contacted NetEx because they were having problems with their NetApp SnapMirror replication traffic between data centers located in the United Kingdom and the United States. Synchronizing the SnapMirror volumes over the network proved difficult due to excessive latency of the wide area network, intermittent packet loss and the fact the replication traffic was shared with interactive desktop applications, including Citrix, HTTP, SSH and others.

The company considered many options to improve their replication performance. They already used Cisco WAAS internally for distributed file systems support between branch offices but did not see a fit with the NetApp SnapMirror application due to WAAS complexity of installation and ongoing support. They also used Riverbed for desktop applications but decided against it for similar reasons.

The company liked the software only approach of HyperIP. To test, they downloaded the HyperIP for VMware software from NetEx to a central location in Aberdeen, Scotland. They used VMware VMotion to move a second HyperIP image to a remote VMware ESX server in Houston, Texas. Within a few hours, HyperIP was installed and was accelerating the production traffic allowing the NetApp volumes to be synchronized for the first time. The compressed testing schedule would not have been possible with hardware based WAN optimizers, especially when considering lead times, shipments abroad and delays in customs. These shipment issues just don't exist with a software only implementation. Software only provides extreme flexibility and ease of deployment.



For this company the HyperIP software helps reduce replication windows, improves bandwidth utilization, and provides rate controls to prevent bandwidth intensive applications from hindering the interactive traffic.

Customer Quotation—Network Support Analyst

“The fact that HyperIP was easily installed and managed from a central location and operated as advertised to improve our replication throughput, made this an easy purchase decision for our company.”

HyperIP for VMware Features

- Software only WAN Optimization solution.
- Provides storage Synchronization and Recovery on Demand features.
- Provides ‘Time of Day’ rate controls for bandwidth management & QoS.
- Block level based adaptive compression.
- Supports multi-point network topologies and flexible network configurations.
- Supports bandwidth speeds of 1.5 Mb/s - 800 Mb/s in the same VMware instance.
- Easily downloaded for trials and field testing.
- Perfect for cloud storage infrastructures.

HyperIP for VMware Customer Benefits

- Ease of deployment for software only solutions.
- Works with VMware ESX infrastructures.
- Helps meet replication windows.
- Rate controls provides bandwidth management for interactive and replication traffic.
- Mitigates performance degradation due to latency and network errors.
- Scales as customers add new applications and locations.
- Does not require hardware upgrades or service personnel to support difficult to reach locations, such as oil rigs & ocean platforms.



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