

A major South Island power utility was looking to establish a second server site some 15km away from its main site as part of a 'disaster recover' requirement. It turned to its current technology advisors for a solution including Lee Harper from PC Media. Lee quickly realized that he needed expert assistance to establish a Server Area Network (SAN) of the scale and complexity the power utility required.

"I have completed SAN courses but the technology is moving incredibly quickly and in order to meet our customer's needs we were looking at a very large and particularly complex solution," he says. Lee called on the specialist skills of Ingram Micro's Jeff Maslen and Dale Cusack to work with the power utility's IT manager to develop a solution that would work in real time and provide centralized management, data security and higher availability of data, thereby making the company more resilient.

Jeff and Dale spent considerable time with the customer mapping out its needs and understanding the kind of business they ran, the types of applications currently deployed, how they performed, the level of availability required and how 'heavy duty' the solution needed to be.

The client was particularly impressed with the HP EVA SAN technology that PC Media and Ingram Micro were able to bring together. So impressed it won them the business. "We felt very well supported by the Solutions Group in helping us to clinch this deal," says Lee Harper. "We were not only able to compete on price but were able to add significant value in constructing the solution architecture with Ingram Micro's assistance.

"It really helped us to know that we were developing a solution that wasn't being dictated by brand loyalties. We were confident that we had excellent advice and were putting forward a really good solution that was going to meet our client's needs."

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Lee Harper

#### TECHNICAL SPECIFICATIONS:

- EVA4400 SAN with fibre HDD
- Continuous Access replication over dark fibre
- VMware Site Recovery Manager for failover of ESX clusters
- Brocade Fibre Channel Switches