



Dawlance Relies On VMware vSphere & Veeam Backup & Replication for Speedy *DR-Site* and Minimal downtime

Simplifying Disaster Recovery



What makes a true disaster Recovery solution?

The ability to restore full Systems quickly, in a matter of hours or even minutes, on available computing resources which may be local, but may also be remote if the situation dictates.

True disaster recovery must allow recovery from site-wide disasters, such as a hurricane. In such a scenario, the primary site may be completely down, due to a lack of power and network connectivity. A secondary site located in a non-affected area would be used to restore services until the primary site comes back online. *Furqan Azeem - CIO* of Dawlance has a remote DR site for such scenarios. "Most of our servers are now virtual," Furqan said. "We use VM replication to replicate both our data and virtual machines to this site, which has standby servers. If we need to light up the site, we just fire up the virtual machines and all the systems are back up and running with the latest data."





Virtualization offers a unique value proposition, with the opportunity to reduce costs while also increasing service levels. Nowhere is this value proposition more apparent than with data protection. Of course, you need the right tools to turn the opportunity into reality.

flexible solution for establishing a robust DR Site

Dawlance soon had a fully functioning and robust VMware Disaster Recovery solution, with an added bonus “Veeam enables full VM replication and file-level restoration as well” Furqan explained.

“We use this functionality to replicate our critical servers, which provides very fast recovery without the added cost, complexity, and time of using a bespoke clustering solution.” Indeed, file-level restoration is faster now with Veeam. “In the past, we restored files from a tape library system, which could be spread over many tapes,” Furqan explained. “Depending on the size of the restore, this could take up to an hour or more.

The third criterion on Dawlance list for a better backup solution was decreased backup storage requirements. “As you can imagine, we have very limited budgets” Furqan explained. “With Veeam’s data deduplication, the backup window shrunk, and the amount of backup storage required decreased substantially as well. Now we save approximately \$50,000 each year on backup storage costs because of Veeam.”

Company



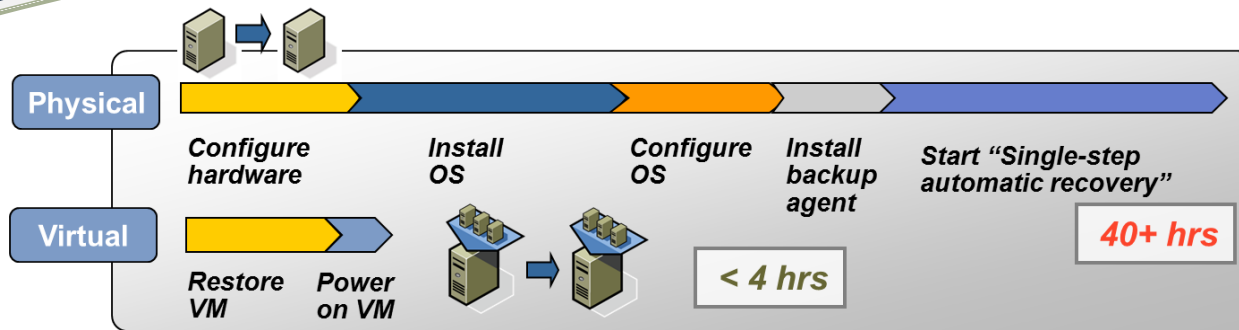
Dawlance is a multinational home Appliances Company headquartered in Karachi, Pakistan. Its products include household appliances such as air conditioners, washing machines, refrigerators, freezers and microwave ovens. The Dawlance brand has the largest market share in Pakistan, Dawlance is considered to be the most ‘Reliable’ & ‘Innovative’ brand among all home appliance brands in Pakistan.

The Challenge



Implement a fast and reliable Disaster Recovery solution for a VMware environment that enables the IT team to establish the recovery solution for critical applications that is fast, reliable, and always effective.

Virtualization-Powered Data Protection



Result



vPower, the innovative technology behind Veeam Backup & Replication, enables Dawlance's IT team to automatically verify the recoverability of every backup, of every VM, every time. During recovery verification, vPower creates a VM in an isolated environment and runs it directly from the backup file. It starts the VM, boots the operating system and confirms that everything is running normally. This gives members of the IT team peace of mind and helps them in maintaining an operational eco system.

Virtualized Datacenter complements a robust DR site

VMware virtualization simplifies the disaster recovery process, which makes it much easier to manage disaster recovery solution. Virtualization helps to eliminate many of the time-consuming manual steps in the disaster recovery process. For example, it eliminates the need to reinstall and reconfigure operating systems and applications because all of that information is encapsulated in the virtual machine data on disk.

For Dawlance, the difference between physical and virtual enabled them to recover a system in hours rather than days. Before virtualization, a lot of their time to recover was due to the time it took to rebuild the operating system and application configuration, leading to a recovery time over 40 hours for a server. For the systems that they virtualized, they were able to simply restore the backup of the complete virtual machine directly—no OS reinstall, no application reinstall, and as a result less time that they needed to spend testing that they'd gotten everything working correctly again. Net result: recovery in under 4 hours.

Virtualization-Powered Data Protection

The Benefits

Dawlance was engaged with New Horizon for planning their DR Site and lining out a plan that ensures a minimum outage in case of calamity. Instead of adopting the legacy solution for DR site, New Horizon proposed a solution to Dawlance that features a robust and cost-effective DR Site. Where the data is replicated through Veeam and Oracle Datagaurd.

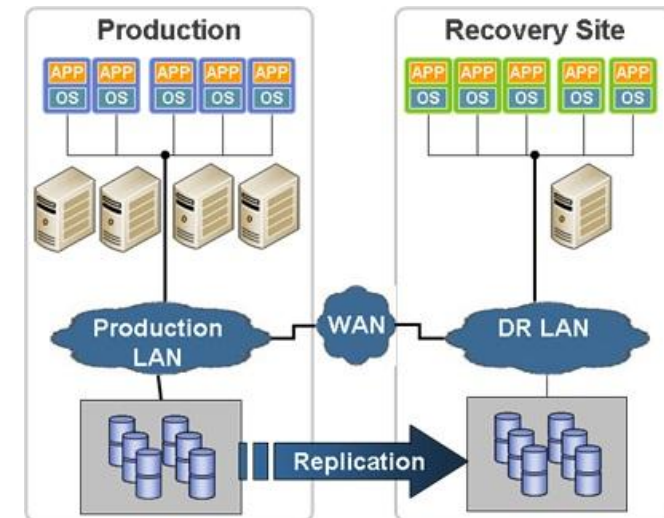
Before Virtualization

- Dawlance had a small x86 environment (20 blade and rack servers) running important applications, and were planning to buy additional 10 Blades for expansion.
- Their disaster recovery plan was to send backup tapes to their disaster recovery hosting provider.
- They knew that they would not be able to meet their recovery time objective of 24 hours and didn't know how long it would take.

With Virtualization

- Dawlance virtualized their production and recovery hosting sites with VMware, instead of buying 10 Blades they had to invest in 3 Blade servers.
- With the money they saved through consolidation they bought a SAN for their recovery site.
- They send back up images of their virtual machines to their recovery site daily via Veeam.
 - Didn't have to worry about what hardware they were given at recovery site.
 - Had all of the information needed to get VM's up and running.
 - Were able to get their VM's up and running within their 24 hour requirement.

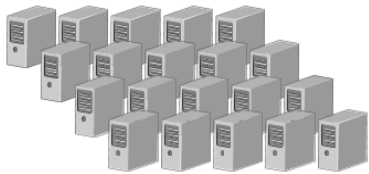
Result Snapshot of Dawlance DR Solution



Virtualization-Powered Data Protection

Dawlance Datacenter Savings – ROI Analysis

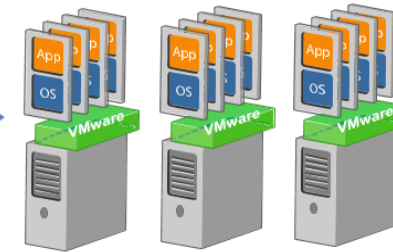
Before VMware



More applications per server = less servers to buy, power, and maintain

3-Yr Cost Savings!

With VMware



Savings

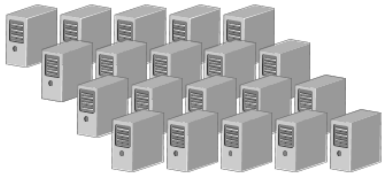
The largest cost savings opportunity comes from consolidating your physical servers and getting more productivity from each. If you consolidate from 20 physical servers down to 4 running those same 20 applications workloads in a virtualized environment, you can cut your infrastructure costs by over 50% and save over \$200k in a 3 year period.

	Before VMware	With VMware	Savings in \$	Savings in %
Servers	10	3		
Utilization	8%	80%		
Server HW 3 -Yr Cost	\$55,000	\$16,500	\$38,500	70%
Networking 3 -Yr Cost	\$17,649	\$4,412	\$13,237	75%
Real Estate, Power & Cooling	\$97,000	\$36,141	\$60,859	74%
VMware license and support cost	\$0	\$13,470	(\$13,470)	
Shared storage 3 -Yr Cost	\$0	\$23,004	(\$23,004)	
Total 3 Yr Capital Costs	\$169,649	\$93,527	\$76,122	\$44.87%

Virtualization-Powered Data Protection

Dawlance DR savings – ROI Analysis

Before VMware



More applications per server = less servers to buy, power, and maintain



3-Yr Cost Savings!

With VMware + Veeam

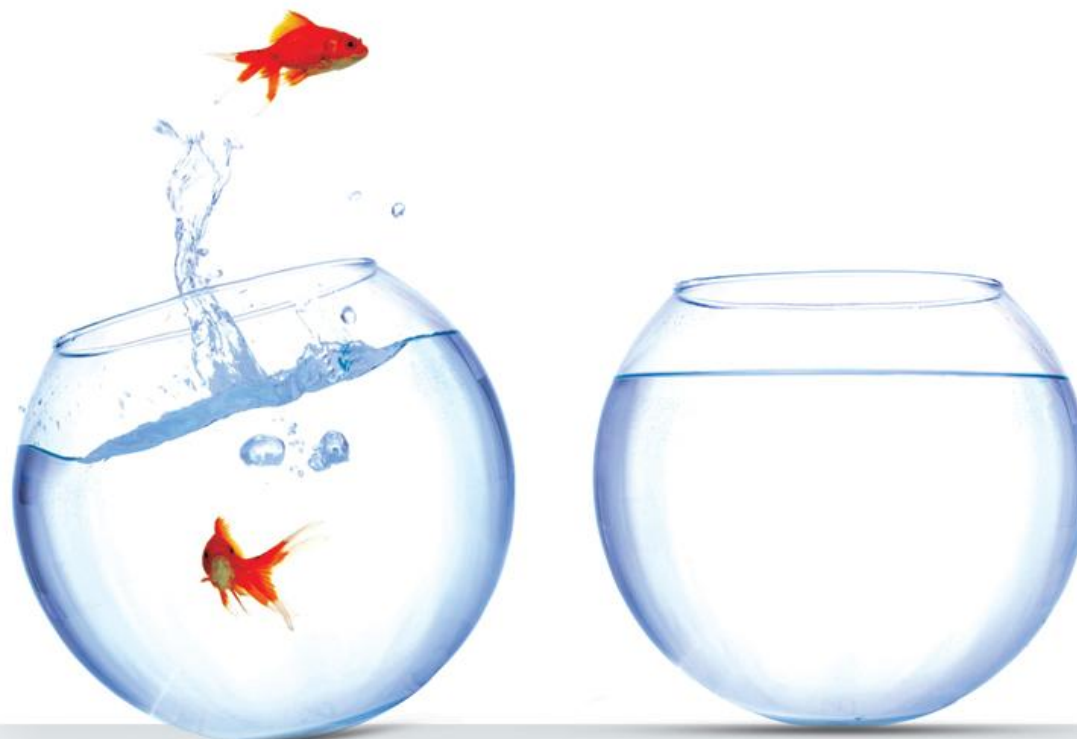


Virtualization Advantage

The speed by which Furqan is now able to back up the datacenter's virtual machines has put him in a completely different frame of mind. "The performance with Veeam Backup & Replication is phenomenal," he said. "We are able to perform backups without issue, and we are able to replicate each virtual machine once a day without issue as well. The replication of our virtual environment in the data center to the off-site disaster recovery center actually works now, which is a huge relief."

	Before VMware	With VMware	Savings in \$	Savings in %
Servers	8	1		
Utilization	8%	80%		
Server HW 3 -Yr Cost	\$55,000	\$9,000	\$46,000	83.63%
Networking 3 -Yr Cost	\$17,649	\$2,000	\$15,649	88.66%
Real Estate, Power & Cooling	\$70,000	\$36,141	\$33,859	48.37%
Vmware + Veeam license	\$0	\$5,000	(\$5,000)	
Shared storage 3 -Yr Cost	\$0	\$23,004	(\$23,004)	
Total 3 Yr Capital Costs	\$142,649	\$75,145	\$67,504	\$47.32%

Virtualization-Powered Data Protection



Simplify Disaster Recovery



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