"When you have something complex, it will be frustrating to use when you need it. What might take days to restore a couple of terabytes of data on our old storage would only take a couple of minutes to restore with FreeStor®. I think FreeStor is the right way to go."

- Athanasios Vacopoulos, Owner of C&C

CHALLENGE

Brazilian services provider expands data center business by leveraging cutting-edge horizontal platform architecture to seamlessly migrate data to, from, and across storage platforms.

C&C Computação e Comunicação offers small and medium businesses in Brazil data services that they might not otherwise be able to get from their own IT environments. Whether it is leasing space in one of their four data centers throughout the country, ensuring 24x7 availability, or renting out the hardware and software that their customers cannot afford, C&C protects business-critical data and applications in a cost-effective manner.

Having started 20 years ago as an IBM® Business Partner, C&C now manages more than 200TBs of data from about 60 customers. Headquartered in São Paulo with additional datacenters in Barueri, Campinas, Estado de Ceara and Fortaleza, C&C offers critical support of SAP®, ERP, Oracle® and Microsoft® SQL® databases to users in the manufacturing, financial services, agriculture, transportation and mercantile industries.

Looking to expand their disaster recovery service offerings, C&C plans to extend beyond their IBM roots.

As an IBM Business Partner, C&C uses the IBM Flex System™ V7000 as its main storage solution. As C&C began to expand their datacenter business, including mirroring and replication of storage between datacenters for high availability and disaster recovery, C&C began looking at other vendors to possibly lower their costs and expand their capabilities in mixed Intel and Linux environments.

"Because we are an IBM Business Partner, our equipment is IBM," said Athanasios Vacopoulos, owner of C&C. "But we know there are new players coming into the market that offer better pricing or improved performance or different characteristics, such as Flash or SSD. I'm interested in mixing these environments based on our necessities. I know that FreeStor can combine different boxes with different capabilities. I think FreeStor is the right way to go."

SOLUTION

FalconStor's newly available converged platform offers C&C the freedom to offer continuous protected access to data across its datacenter network.

FreeStor is the new paradigm in data services. With the brilliance of a single, software-defined platform that works across legacy, modern and virtual environments, IT managers can tap the smartest data solutions from one pane of glass for centralized management and enhanced simplicity. FreeStor lets users turn data services on and off as needed to best fit their business needs — without incurring added costs or constraints of hardware limitations.

OBJECTIVES

- Looking to expand its disaster recovery services offerings

- Extend beyond its IBM roots into mixed Intel and Linux environments

- Needed a more powerful solution in terms of manageability and usability

RESULTS

- Facilitates backups of business-critical data

- Restores of snapshots cut from days to minutes

- Ability to grow capacity as needed without large, up-front capital costs

- Manage all storage using FreeStor's centralized management through mobile devices

C&C

COMPANY PROFILE

Brazilian services provider expands data center business by leveraging cutting-edge horizontal platform architecture to seamlessly migrate data to, from and across storage platforms.

- Manages more than 200TBs of data from about 60 customers
- HQ – São Paulo; additional datacenters in Barueri, Campinas, Estado de Ceara and Fortaleza
- Services manufacturing, financial services, agriculture, transportation and mercantile industries

TECHNICAL ENVIRONMENT

- BM Flex System V7000
- SAP, ERP, Oracle and Microsoft SQL

This is all possible due to Intelligent Abstraction®. FreeStor's horizontally layered architecture allows data to flow across all platforms, both physical and virtual. Front-end applications and servers link to back-end storage venues to allow optimized data storage, manipulation and protection without concern for protocols. As a result, data services are unified, converged and virtualized — all seamlessly — across all storage environments for increased simplicity, minimal downtime, lower costs and pay only for the capacity used.

What's more, Intelligent Abstraction allows enterprises to combine existing storage infrastructure with new technology for better ROI and less hassle. By leveraging the tools IT teams seek with new storage solutions, the promise of the cloud/hybrid cloud, SDS and flash storage are finally within reach.

RESULTS

FreeStor's success in improving backup and restore functions leads C&C to become a reseller of the solution in addition to being a customer.

As C&C continues to enhance their disaster recovery services, Vacopoulos sees them moving further from the IBM V7000. FreeStor enables C&C to facilitate the backup of business-critical information, fast restores of snapshots, and replicate data between datacenters that are 200 to 2,000 km apart.

"I have been using the V7000's capabilities for long-distance replication but I needed a more powerful solution in terms of manageability and usability," said Vacopoulos. "When you have something complex, it will be frustrating to use when you need it. What might take days to restore a couple of terabytes of data on our old storage would only take a couple of minutes to restore with FreeStor."

FreeStor's pay-as-you-go licensing model works well for C&C. Vacopoulos said that he likes that he can pay for only the storage currently being managed, with the flexibility to grow as customers' needs grow. That way there is no need for large up- front capital expenditures for capacity that will sit waiting to be used. He is also impressed by FreeStor's centralized management through mobile devices, giving him the ability to manage all of his storage in one place, which he said is appealing.

In addition to being a customer of FalconStor, C&C is looking to become an authorized reseller. This two-way partnership will enable C&C to use FreeStor for their own internal purposes, while delivering essential data services to their clients, all through a single, intelligent converged platform.

ABOUT FALCONSTOR

FalconStor® Software, Inc. (NASDAQ: FALC) is a leading software-defined storage company offering a converged data services software platform that is hardware agnostic. Our open, integrated flagship solution FreeStor® reduces vendor lock-in and gives enterprises the freedom to choose the applications and hardware components that make the best sense for their business. We empower organizations to modernize their data center with the right performance, in the right location, all while protecting existing investments.

For more information, visit www.falconstor.com or call 1-866-NOW-FALC (866-669-3252).

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