



“Before adopting FreeStor, we had a complicated, labor-intensive, manual backup system. FreeStor has allowed us to simplify our Business Continuity Plan so we can now focus on other business tasks.”

-R. Katamoto, General Manager, Information Systems, Yonex

CHALLENGE

Yonex was faced with the challenge of finding the right disaster recovery business continuity solution for their 70 server environment. They needed to establish a Business Continuity Plan (BCP) while reducing costs and the manual processes involved in managing a large number of servers.

After experiencing a 9.0 magnitude earthquake in 2011, BCP requirements in Japan were expanded. However, there are still many companies today that cannot recover quickly when a disaster strikes and their IT infrastructure is compromised. Reacting quickly when disasters strike is a key factor in any successful BCP.

Fortunately, Yonex found and implemented HOTnet’s Disaster Recovery/Backup solution powered by FalconStor FreeStor technology, enabling them to “take the first step in adopting a REAL BCP”, said Mr. Katamoto, Yonex.

SOLUTION

The HOTnet backup and recovery solution, powered by FreeStor, takes consolidated backups for on-premise servers in the HOTnet datacenter and can provide instant recovery onto virtual machines when needed. After spending a year researching BCPs, we found an “ideal situation” when we decided to adopt this “DRBC” solution. Mr. Katamoto says, “Our decision was made after comparing costs and human task loads for business continuity operations.”

A HOTnet representative said since YONEX required data backups as well as a smooth and speedy system recovery, the FalconStor solution was the best way to meet YONEX’s objectives. They are especially appreciative of the automated recovery tool (RecoverTrac), which can recover services by automatically restoring servers, storage, networks, and applications with pre-defined processes, and granular block-based WAN optimization technology (Microscan), reducing network transferred data.

RESULT

Yonex’s IT department manages 70 servers that handle mission-critical data, such as sales and finance. “Before implementing HOTnet’s FreeStor solution, backups were handled manually, on a system-by-system basis. The process was complicated and error-prone. Now that operations have been consolidated and simplified, we can focus on other business tasks,” said Mr. Oikawa, Yonex Information Systems Department.

About replication, Mr. Takayania, a manager in Yonex’s Information Systems Department, said “ It used to take all day to replicate data from Tokyo to Niigata. Now we can replicate data to Hokkaido, which is a further distance, in one-third the time.”

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 falconstor.com or call 1-866-NOW-FALC (866-669-3252).

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COMPANY PROFILE

Yonex Co., Ltd (YONEX) is a global leader in the racket sports industry. Established in 1946

OBJECTIVES

- Establish a fast and reliable disaster recovery business continuity plan
- Improve server management
- Reduce manual operations
- Minimize risk of human error or dependence on individual skill
- Reduce costs