



## Customer Success Story

*"By deploying F5 Acopia ARX solutions, we have optimized our storage network investments, greatly simplified our storage management practices, and significantly lowered our overall storage costs."*

—Senior System Administrator

### Highlights

#### Industry

- Rental and Leasing

#### Challenges

- NAS hardware platform upgrade that potentially impacted thousands of users
- All data resided on expensive fiber channel disk, despite the majority of it being outdated
- Requirement for an efficient and cost effective disaster recovery solution

#### Solution

- Clustered F5 Acopia ARX1000 devices at primary data center
- ARX1000 switch at disaster recovery location
- F5 Acopia migration, tiered storage and replication policies

#### Benefits

- Seamless NAS platform upgrade without affecting user access
- Estimated 50% reduction in storage costs
- 70% reduction in backup and replication times
- Efficient, cost-effective disaster recovery implementation
- Reduction in time spent performing manual data management

## Global Rental Company Speeds Major NAS Upgrade, Enhances Disaster Recovery with F5 Acopia

As the largest equipment rental company in the world, this firm operates an integrated network of more than 760 rental locations in the United States, Canadian and Mexico. The company's 14,000 employees serve construction and industrial customers, utilities, municipalities, homeowners and others.

### The Challenges

#### *NAS Platform Upgrade, Integrating Lower Cost ATA Disk and Efficient, Cost-Effective Disaster Recovery*

The company had several significant challenges related to the management of its file data environment:

- Migrating a large amount of data from an existing EMC Celerra® NAS (Network Attached Storage) device to a newer model had the potential for downtime that would significantly impact many thousands of users.
- The firm needed an automated way move older files from high performance EMC Symmetrix® storage to lower cost EMC CLARiiON® ATA disk to lower its total storage costs over time.
- A requirement for a disaster recovery solution that would replicate a select subset of data rather than entire multi-terabyte file systems over the Wide Area Network (WAN). In addition, the company wanted to re-deploy its decommissioned Celerra NAS device at the disaster recovery site and wanted the ability to replicate data between different NAS platforms.

The company needed a solution that would allow it to achieve its objectives with minimal administrative overhead and without impacting its users.

### The Solution

#### *Intelligent File Virtualization with F5 Acopia ARX Devices*

The company deployed a pair of ARX1000 devices at its primary data center to address the migration and storage tiering requirements. An additional ARX1000 was deployed at the firm's disaster recovery site for replication. F5 Acopia was the only solution able to provide the company with the data management functionality it required in a single platform. The solution also provided the organization with the file-level flexibility required in its data management tasks, with the ability to perform policies across different platforms.

### The Results

#### *Seamless Platform Upgrade, Automated Tiering and Cost Effective Disaster Recovery*

The F5 Acopia ARX devices enabled the company to migrate multiple terabytes of data from its legacy Celerra platform to a new NAS device without affecting user access to the data.

"With F5 Acopia the migration was seamless and fast. We moved from one platform to another without users even knowing," said a Senior System Administrator at the firm.



The F5 Acopia solution was used to automate tiered storage policies. All file data that had not been modified in a year was moved to lower cost serial ATA disk (Tier 2), freeing up expensive fiber channel attached disk (Tier 1) for business critical data, and reducing the hardware costs by more than 50%. Automating this process also freed storage administrators to focus on more important business initiatives.

In addition, the company configured policy-based replication on the F5 Acopia ARX devices to provide a disaster recovery solution. By replicating only Tier 1 data, F5 Acopia reduced the replication time between sites by more than 70%. F5 Acopia's heterogeneous replication capability allowed the organization to achieve significant additional cost savings by reusing its storage system recently retired from the primary data center as a disaster recovery target.

This firm realized several significant benefits using F5 Acopia's intelligent file virtualization solution:

- Online data migration between NAS platforms without affecting users;
- Capital expenditure savings of over 50% from freeing up expensive storage capacity and automatically placing older data on less expensive disk;
- Over 70% reduction in backup windows and recovery times;
- Significant reduction in the amount of data being replicated over the WAN;
- Cost savings through replicating only essential data and being able to re-use an older NAS platform for the target of the replication.

## Summary

### *A More Efficient and Cost Effective File Storage Environment*

The company has effectively deployed the Acopia file virtualization solution to automate storage management tasks and eliminated the downtime usually associated with these tasks. These efficiencies have allowed the IT staff to keep pace with rapid storage growth, boost the company's disaster recovery strategy and realize significant cost savings in the process.

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*"F5 Acopia switches reduced the size of the data set we actively manage, creating operational efficiencies. We estimate that F5 Acopia has reduced our total back-up and replication time by more than 70 percent."*

—Senior System Administrator



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