

# Ovations Food Services

HyperIP WAN Optimization Virtual Appliance for Veeam Backup & Replication

## Customer Profile

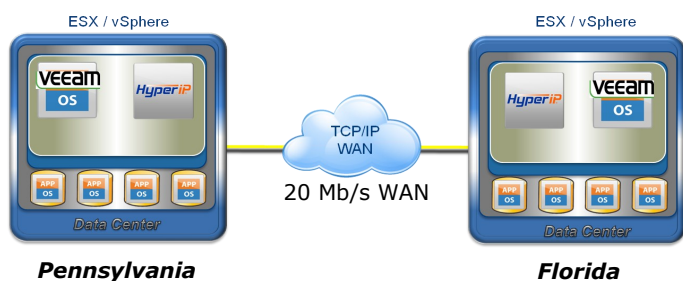
Ovations Food Services is a company whose purpose is to deliver fresh food and beverages with exceptional services to public assembly facilities throughout the United States and Canada.

## Customer Challenges

Ovations uses Veeam Backup and Replication to replicate several integral virtual machines from Tampa, FL to Philadelphia, PA over a 20 Mb/s link on a daily basis. Ovations moves roughly 10 GB per day and was seeing replication take over 15 hours to complete. The link was experiencing high latency and packet loss which contributed to the long replication windows and ineffective use of the bandwidth available to the Veeam Replication application. The customer looked at Blue Coat & Riverbed Steelhead virtual WAN Optimization controllers, but the implementation was cost prohibitive and the virtual machine footprints required too many resources.

## Customer Solution

Ovations downloaded the HyperIP Virtual Appliance for a 30 day evaluation via <http://www.netex.com/hyperip/evaluation-request>. HyperIP was implemented and Veeam's Backup & Replication saw a 7x performance improvement almost instantly. This allowed them to reduce their replication window from 15 hours to 3 hours. HyperIP exceeded Ovations expectations for their replication requirement. Not only is HyperIP aggregating the transfer of Veeam, but other important applications as it also shields the applications from network issues that would normally degrade transfer performance and throughput.



## Customer Quote:

*"Our primary goal was to find a WAN Optimization solution that could integrate into our virtual solution and would require little effort on the part of our disaster recovery host. While we are not transporting vast amounts of data, we also knew that the solution that we chose would need to be able to grow with our organization. HyperIP is that product."*

Jarrid Crews, IT Director, Ovations Food Services.

## HyperIP Features

- WAN Optimization virtual appliance.
- Provides storage Synchronization and Recovery on Demand features.
- Provides 'Time of Day' rate controls for bandwidth management & QoS.
- Block level based adaptive compression.
- Supports multi-point network topologies and flexible network configurations.
- Supports bandwidth of 2 Mb/s - Gigabit speeds in the same VMware instance.
- Easily downloaded for trials and field testing.
- Perfect for cloud storage infrastructures.

## HyperIP Customer Benefits

- Easy deployment of the VMware Ready solution without disruption of the DR environment.
- Very small virtual footprint for WAN optimization.
- HyperIP improved Veeam Replication by over 90%.
- Rate controls & provides bandwidth management for interactive and replication traffic.
- Mitigates performance degradation due to latency and network errors.
- Scales with new applications and locations.
- Does not require hardware upgrades or service personnel to support difficult to reach locations.

