Asian Paints

Customer Background
Asian Paints, based in Mumbai, is India's largest paint company and the 4th largest in Asia.

Customer Challenges
Asian Paints desired to implement SRDF Adaptive Copy between Mumbai and Hyderabad for providing disaster recovery for its critical IT systems. Initially bandwidth was unavailable at the EMC 10 Mb/s requirement, so the replication application was attempted over a 4 Mb/s VPN link between the sites.

At the bandwidth of 4 Mb/s SRDF was unable to complete the initial synchronisation process.

The Symmetrix 5 series units were also unable to compress the data, and budget at the time was unavailable for the additional bandwidth required.

Customer Solution
HCL Information Systems, a reseller of EMC, installed all equipment locally in Mumbai for a replication proof of concept. With assistance from NetEx Software and the local EMC services team, HCL was able to create a test-bed that closely resembled Asian Paints' network configuration. During the test the HyperIP's provided the necessary compression and optimisation, enabling SRDF to meet Asian Paints throughput requirement of 3 GB/hour.

A Symmetrix 8530 was then relocated to the remote DR site in Hyderabad. The customer eventually decided to double the bandwidth and the HyperIP's are now achieving 6.2GB/hour with a sustained compression ratio of 2.2:1 over an 8Mb/s VPN circuit.

Memorable Quote
"HyperIP was an important factor in the success of Asian Paints' business continuity plans. The product was extremely easy to install and configure. It provides the much needed scalability for our future growth requirements in data and replication."

M. R. Parasuram, Manager-Systems Development, *Asian Paints.*

Customer Results/Benefits
HyperIP enabled Asian Paints to complete their inter-state replication well within their scheduled production window. Asian Paints plans to add more EMC applications to their network that will operate over HyperIP.