



*“For Delta, ORION (Vision Suite) is an important insurance policy. Downtime causes Delta direct financial losses and the ORION solution virtually eliminates this risk.”*

Nikolaos Frestis, Network Systems & Platforms Supervisor  
Delta Greece

## Business Profile

Company name:  
Delta Greece/Delta Holding S.A.

Headquarters:  
Greece

Industry:  
Logistics

Business Environment:

- Delta Greece was founded in 1952 in Greece as a family-run business producing yoghurt and distributing milk
- In November 1999, the company reorganized under the name Delta Holding S.A., and is now one of the largest food processing groups in Greece
- Companies in the Delta group produce ice cream and other frozen foods, readymade meals and fresh dairy products, all sold throughout south-eastern Europe
- Delta also runs a major chain of fast-food restaurants and provides catering services

Vision Solutions Product:  
ORION™ (Vision Suite)

## Critical Issue

Delta Greece needed to enable its business to operate 24/7 to ensure that perishable goods are delivered on-time to customers. Furthermore, the company needed an effective, easy-to-manage solution to keep core systems running.

## Results

- High availability for core ERP systems.
- Virtually eliminated the risk of costly downtime.
- Ability to failover production systems to backup server in less than 45 minutes.
- Applications can be moved and restored to the backup machine using ORION (Vision Suite), enabling routine administration during normal office hours.
- Excellent skills transfer from Vision Solutions.

## Technologies

- ORION (Vision Suite) from Vision Solutions
- COMPAK/400 ERP solution
- IBM® System i

## Business Challenge

To ensure efficient production and the rapid delivery of perishable goods from its factories, Delta relies on a specialized ERP package, COMPAK/400, which runs on the IBM System i platform. While Delta's IBM systems had proved extremely reliable and highly available, the company wanted to secure its business-critical processes and data against disaster.

“Our business runs 24 hours a day, seven days a week, and any downtime could be very costly,” said Nikolaos Frestis, Network Systems and Platforms Supervisor at Delta Greece. “Almost all of our business is based on the COMPAK software, so maintaining high availability is crucial.”

“Where fresh food is concerned, a long delay in delivery could result in loss of stock. And, in general, availability problems would affect our ability to service our customers' needs,” added Frestis.



## Solution

In order to secure its regional operations against downtime, Delta first consolidated key systems to a single physical server located in Greece, then approached IBM for a high-availability (HA) solution.

Delta had consolidated stand-alone physical servers in Greece, Cyprus, Romania, Serbia and Bulgaria to partitions on a single System i Model 825 server in its main Greek data center. This simplified operations and reduced costs, and set the scene for the introduction of a comprehensive high-availability solution.

"IBM recommended ORION™ (Vision Suite) from Vision Solutions, and we now rely on this technology to keep our business-critical systems running," said Frestis.

Working with IBM Greece, Delta implemented a new System i Model 810 to act as a hot stand-by. The company deployed ORION (Vision Suite) to link the two servers in a cluster. Should an application fail on the main server, or even the server itself cease to function, ORION (Vision Suite) uses its own complete copy of the data and transaction state, transfers the workload to the backup server, and restarts operations.

ORION (Vision Suite) offers multiple levels of replication integrity, checking byte for byte that the data being replicated is 100 percent identical on both the source and target servers, so that a transition from one system to another is absolutely seamless.

In addition to providing high availability for business-critical systems, ORION (Vision Suite) delivers additional flexibility, enabling workload to be transferred from machine to machine during backups or planned maintenance. Applications can be deliberately moved and restored to the backup machine using ORION (Vision Suite), enabling routine administration to be carried out during normal office hours.

IBM brought in a consultant from Vision Solutions during the implementation phase, who managed the effective transfer of skills to Delta IT personnel. Delta now manages the day-to-day administration of the ORION (Vision Suite) environment, and uses IBM for additional support.

"The Vision Solutions consultant was a real expert, and we were very satisfied with the education provided," stated Frestis. "If we ever have any kind of problem, the response from the local IBM team is immediate and very professional. The close relationship between IBM and Vision Solutions is a definite advantage: we only need to go through one partner to get what we need."

"With the ORION (Vision Suite) solution, we can switch to the backup server in around 30 minutes, and we also have the option to recover systems on a partition-by-partition basis. The Vision software keeps everything up-to-date automatically, so there would be no loss of data and very little interruption to normal processes even in the event of a total failure," concludes Frestis.



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◆ High Availability ◆ Disaster Recovery ◆ Systems and Data Management ◆