



*"Having tested Double-Take® Availability™, I have seen first-hand just how reliable it is as a solution. Though the task of disaster recovery is complex, the solution itself was easy to set-up, easy to test, and is easy to monitor."*

Richard Halliday, Strategic Marketing and Sales Director, Orstead

## Business Profile

Company Name:  
Orstead, Australia

Headquarters:  
Sydney, Australia

Industry:  
IT Services Provider

Business Environment:

- Founded in 2001
- IT services company that specializes in hosting, outsourcing, consulting and IP telephony
- Has expanded rapidly providing services in all capital cities and several regional centers
- Aggressively approaches new markets

Vision Solutions Product:  
Double-Take® Availability

## Critical issue

A need to capture and replicate changes to data files as they occur and provide failover capabilities on servers using Microsoft Hyper-V Server.

## Results

- Potential for data loss is minimized across all client classes
- The implemented solution offers impressive agility and supports myriad client technologies
- Supports WAN-based application environments
- Facilitates around-the-clock data protection

## Technologies

- Double-Take Availability
- MS SQL Server
- Microsoft Exchange Server
- Microsoft Hyper-V Server

## Business Challenge

Orstead had identified business opportunities in the 20 to 400 user market particularly in financial services. This market sector demands robust data recovery solutions so Orstead set out to provide these and other clients with solutions over a WAN link that also enabled it to add additional users and provide a value-added service.

Several technology solutions were considered, however, the difficulty for Orstead was that most solutions were not WAN friendly, and could not keep up with the constant data changes being made on its network, which featured highly transactional based applications including SQL, Exchange and File Servers. Essentially, other solutions were considered 'point-in-time' snapshot-style technology, sending large amounts of data at different times during the day rather than a solution able to deliver real-time replication.



## Solution

The Orstead team tested the Microsoft Hyper-V server with Double-Take Availability from Vision Solutions and found it provided up-to-date usable data replicated 24/7 to Orstead's recovery site.

“As a provider of IT infrastructure, it was critical for us to ensure our own IT set-up was as secure, reliable and efficient as possible. As a channel partner of Vision Solutions we knew Double-Take Availability would be able to tick those boxes”, said Richard Halliday, Strategic Marketing and Sales Director at Orstead. “Our audit said that Double-Take Availability kept replication continuously. It also provided detailed event alerts and reported on the replication to ensure the integrity of the solution.”

Orstead has installed Double-Take Availability on the hosts, allowing it to protect as many Microsoft Hyper-V servers as required. In addition, they are able to run any operating system in the hyper-v virtual machine and still have it protected in real-time with Double-Take Availability.

“It seemed a natural progression to install the software on our own IT network,” he said. Double-Take Availability is an easy to install and cost-effective solution that can be applied to small and medium size businesses as well as enterprise, making it a highly effective disaster recovery solution for most Australian businesses, including Orstead.”

Using Double-Take Availability, Orstead has been able to establish a Business Continuity environment at its disaster recovery site. The company has established three shared Disaster Recovery suites where clients can re-locate in the event of a major disaster, complete with all fit-outs of a normal office.

Since installing Double-Take Availability, Orstead has conducted a full failover test for their clients. A disaster was simulated and Orstead IT personnel failed over the services to the DR site. The client relocated to the Business Continuity center at the DR site and could access all their data seamlessly. The exercise met all the customers expected RPO and RTO objectives. Orstead IT personnel then failed back to the production site.



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