

Case Study: Locaweb

Double-Take® Software Customer Profile

Company: Locaweb

Business: Leader in the professional service of hosting Web sites in Latin America

Needs: Workload Portability: Physical to Virtual Migration with VMware Infrastructure

About Locaweb

Locaweb is no stranger to technology. As a pioneer and leader in the professional service of hosting Web sites in Brazil, Locaweb is in the business of providing innovative solutions, technology, high performance and reliability for companies who seek success. The company provides solutions for internet, data and communication centers and employs more than 470 people, hosts 312,000 domains, and partners with over 14,000 developers of sites. With words such as technology, innovation and simplicity defining their lines of business, Locaweb requires their own flexible, reliable and innovative IT environment to support their 162,000 customers.

Benefits of VMware® Infrastructure

With a heavy investment in technology, infrastructure, research and development, Locaweb has been able to stay ahead of the market. And with an increasingly complex IT environment, Locaweb has made it a priority to stay ahead of its own IT infrastructure. The most recent challenge facing the Locaweb IT team was to migrate from a physical to a virtual (P2V) environment to reduce IT costs, consolidate servers and improve efficiency.

"We were challenged to consolidate our servers and improve our system flexibility," said Fernando Zangrande, manager of Data Center Services. "Understanding the benefits of virtualization, we decided to move to a virtual environment with VMware Infrastructure because it promised a reliable solution with centralized management capabilities."

VMware helps organizations such as Locaweb to create a self-optimizing IT infrastructure with their virtual infrastructure products. Not only does a virtual environment reduce costs due to server consolidation, but it reduces hardware requirements and by running fewer servers, it increases energy efficiency.

About Physical to Virtual Migrations

Though virtualization enhanced the Locaweb IT infrastructure incredibly, the complete project required Locaweb to convert 120 Windows physical servers to virtual servers. This presented three additional hurdles:

1. Locaweb needed to effectively migrate from a physical environment to a virtual one which included disparate server and storage infrastructures.
2. Locaweb needed to complete this migration within two months.
3. And Locaweb needed to complete the migration without halting production applications or requiring extensive manual intervention.

"One of the major barriers we needed to address with our migration project was to eliminate the downtime associated with the migration," said Zangrande. "The existing tools we evaluated required the physical servers to be taken offline for several hours while the data is moved to the new virtual machine. Given the nature of our 24x7 business, this presented problems for us so we started looking for alternate solutions."

6 Weeks to a Virtual Environment

Locaweb, like most organizations, understood the benefits of moving to a virtualized environment but couldn't afford the downtime associated with the migration. They also didn't have the time or resources required to move their workloads from the physical world to a virtual one. Fortunately, Locaweb met Double-Take® Software at VMworld and quickly became impressed with how seamlessly Double-Take Software worked with VMware. The Locaweb migration project was discussed and the Double-Take Software team of Eric Greenberg, Senior Sales Engineer and David Giustini, Sales Manager, presented Locaweb with an effective solution called *workload portability* to address their P2V migration challenge.

By using a combination of real-time data replication and full-server failover technologies, Locaweb could easily perform this P2V migration. Essentially, the workload portability solution eliminated the costly downtime associated with migration projects.

Locaweb installed Double-Take on the physical source servers and began the real-time replication process to a target virtual machine created in the new VMware pool. About 18 hours after the installation, all of the data was replicated and the Locaweb team was ready to switch from the physical server to the virtual server having almost no down-time. Because Double-Take can replicate changes to data in real-time, Locaweb end users continued to access production applications right up until the moment at which the workload was migrated.

Locaweb completed their migration and virtualized in less than 6 weeks.

"The Double-Take Software solution for our P2V migration was so simple. It was just easy," said Fernando Zangrande. "We used Double-Take for Windows to convert physical windows servers to virtual servers. What's more, the flexibility to purchase some life-time licenses in addition to a few contract licenses was a cost-effective and strategic decision to make it happen."

How Double-Take Works

Double-Take uses patented replication and failover technology that continuously captures byte-level changes as they happen and replicates those changes to one or more target servers at any location. The software is so flexible and its features are so vast, it can be used to address many different business problems – migrations being one of them.

One of Double-Take's key features that was used to make the Locaweb migration easy is the Full-Server Failover feature. This feature applies the source server's OS configuration, applications, and data to the target server. Because applications do not have to be pre-installed and maintained on the target server, full-server failover is easy to configure.

The Double-Takes Software workload portability solution reduces the complex and manual steps required to ready the new virtualized environment for migration. This flexible solution does the work of provisioning the target virtual machine for the user- eliminating the need to setup the new virtual machine, install an operating system, patches or applications.

"Double-Take Software seems to be a very flexible company," said Fernando. "Locaweb had a real business challenge and unlike other companies, the Double-Take Software team really helped us find a flexible and cost-effective migration solution. Double-Take Software helped to make us better and in a reduced time-frame."

At the beginning of this project, Locaweb was merely looking for a P2V migration solution for Windows. However, given the breadth of experience and expertise at Double-Take Software, Locaweb is considering the suite of Double-Take Software products for other projects such as workload backup, workload optimization and disaster recovery.

Fernando Zangrande noted, "We are very satisfied with Double-Take Software for the simple fact that although we evaluated other software, no other software was as simple as Double-Take. Their workload portability solution for migrations was easy, cost-effective and the best solution out there."

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About Double-Take® Software

Headquartered in Southborough, Massachusetts, Double-Take® Software (Nasdaq: DBTK) is a leading provider of affordable software for recoverability, including continuous data replication, application availability and system state protection. Double-Take Software products and services enable customers to protect and recover business-critical data

and applications such as Microsoft Exchange, SQL, and SharePoint in both physical and virtual environments. With its unparalleled partner programs, technical support, and professional services, Double-Take Software is the solution of choice for more than ten thousand customers worldwide, from SMEs to the Fortune 500. Information about Double-Take Software's products and services can be found at www.doubletake.com.

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