

iland, Vizioncore Help SMBs Put Systems Safely in the Cloud

vizioncore™

THE SITUATION

Leading cloud computing provider iland Internet Solutions needed a reliable solution it could offer its customers to replicate their virtual servers and set up virtual DR and HA locations through the cloud.

THE SOLUTION

After a comprehensive evaluation of competing replication solutions currently available in the market, iland installed Vizioncore's vReplicator at its high availability computing hubs. Customers can access vReplicator to test failover scenarios, back up and replicate virtual servers, create virtual disaster recover sites and support high availability operations. iland also uses vReplicator internally to safeguard its own extensive virtual environment.

THE RESULTS

"vReplicator gives us and our customers the ability to quickly set up replication, schedule replication frequency and, especially, to provide a means for customers to test disaster recovery options without causing any downtime to their production environment."

Justin Giardina
CTO
iland Internet Solutions

THE SITUATION

iland Internet Solutions is a leader in cloud services that is committed to bringing the benefits of cloud computing to small and mid-sized businesses (SMBs). Currently, iland has more than 1,000 customers leveraging their cloud-based infrastructure, co-location, and hybrid solutions to virtualize systems, establish disaster recovery sites and ensure high availability of IT systems. Because of the on-demand nature of its business, iland must present customers with solutions that enable them to set up virtual DR sites and replicate servers quickly. These solutions also must be suitable for users with a range of experience and budgets.

"It's important for iland's solution set to have a flexible, secure option to address the SMB/mid-tier target market," said iland CTO Justin Giardina. "SMB and mid-tier companies often don't have storage area networks or the budget for SAN-based replication options. Our challenge was to provide a cost-effective replication solution for clients without the need for expensive and dissimilar SAN-based replication."

iland's cloud provides high-availability computing services and disaster recovery sites for companies that do not have their own. iland has created virtual data centers in Boston, Los Angeles, Washington, DC, Houston, Dallas and London that are standardized on VMware's VI Enterprise platform. Through its virtual infrastructure, iland provides solutions for software-as-a-service (SaaS) providers, SMB and Enterprise clients with its hosted platform and HA services. Customers can access the cloud to virtualize their own environments using tools that provide physical-to-virtual (P2V) migration to the VMware virtual environment. Customers can also use the cloud for server co-location, managed SANs and disaster recovery.

When iland wanted to add server replication for DR and HA computing to its service portfolio, it researched the VMware Partner Community for their offerings.

"Finding a provider with an excellent reputation with VMware and its user community was an absolute necessity," said Giardina. "For reliability, it was important to us that the vendor is a certified VMware partner and had a strong relationship with them. After we identified candidates, we set up a test environment so we could evaluate them all and see how their products performed in several scenarios."

THE SOLUTION

Vizioncore was highly recommended during iland's reference check of VMware partners, which led iland to test Vizioncore's vReplicator solution for server replication to support disaster recovery and high availability operations. Vizioncore is not only a VMware Technology Alliance Partner but a Community Source Member as well, which is a more elite status reserved for selected ISV/IHV partners to enable direct collaboration with VMware to develop advanced virtualization technology. As a Community Source Member, Vizioncore has access to VMware ESX source code under a royalty-free license and works closely with the platform provider's R&D organization to build new features and products that can be incorporated or integrated into versions of VMware products.

vReplicator is representative of Vizioncore solutions in that this product offers fairly advanced features, integrates smoothly with the VMware platform, is affordable and easy to use.

For these reasons and more, vReplicator fit well in iland's cloud environment because it can back up servers to hardware that is dissimilar to the host, and requires no agents or other installation components on either the source or target virtual machines. vReplicator was created for the VMware environment and can integrate with VirtualCenter to be VMotion and DRS aware so replication jobs will be completed even if the VMs are moved.

"vReplicator was very easy to use, which is critical for us because our customers are the real users," said Giardina. "The iland team was able to quickly and easily set up the test environment and replicate locally, as well as over the WAN without any issues. The team was also able to do this with multiple operating systems and across many types of applications, which was a strong testament to the flexibility and resilience of the product."

vReplicator met all iland's key requirements – easy to use, comprehensive, tightly integrated into the VMware environment, and affordable. The product also offered significant advantages that played a role in its selection by iland.

"Some of the specific features we needed were hard to find in other solutions," Giardina said. "A major requirement was the ability to test failover capabilities for our customers, which vReplicator allows us to do. vReplicator was the only option available that provided such advanced features at a cost-effective price point."

THE RESULTS

iland installed vReplicator in its high availability hubs in the U.S. and is expanding the offering – and its use of vReplicator – into Europe through its London location. iland uses vReplicator internally to maintain its business-critical servers, and also offers vReplicator to its customers so they can replicate their own servers and create DR sites through the cloud.

"vReplicator gives us and our customers the ability to quickly set up replication, schedule replication frequency, and especially, to provide a means for customers to test disaster recovery options without causing any downtime to their production environment," Giardina said. "It has also helped improve iland's own recovery time objective (RTO) as well as streamline internal management functions."

The implementation also helps iland deliver on its mission of helping SMBs and other organizations improve their systems and operations through the efficiencies of cloud computing.

"With Vizioncore's vReplicator, iland's customers can now access the latest technologies available," said iland President Brian Ussher. "We also enable companies to cost effectively implement these solutions on-site or within their own facilities. This partnership lets iland offer best-in-class, quality solutions at competitive rates."



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