NETGEAR®

HAYNES
◆ Always Driving Value

> *We have been extremely impressed with the quality of products and service from NETGEAR. I now have complete confidence that if we doubled in size tomorrow, our storage provision is robust enough to cope and wouldn't break a sweat.*
>
> *Marcus Nye, IT manager, Haynes Bros Ltd.*

COMPANY NAME:
Haynes Bros Ltd.

COMPANY SIZE:
275+ staff with headquarters in Kent and five subsidiary companies operating from eight locations across the South East.

INDUSTRY: Automotive

COMPANY WEBSITE:
www.haynesgrp.co.uk

GEOGRAPHIC REGION:
South East, England

CASE STUDY: BUSINESS

HAYNES PLANS FOR FUTURE BUSINESS GROWTH WITH NETGEAR STORAGE AND DISASTER RECOVERY SOLUTION.

BACKGROUND

Founded in 1790, Haynes is a family-run business that operates five subsidiary companies across the South East, most notably taking on the Ford Motor Company franchise in 1911. The company has also established strong relationships with Fiat Group and its subsidiaries, and branched out into the agricultural machinery space in recent years with the JCB agricultural franchise, among others.

Over the last decade, the company has undergone significant expansion with the addition of many new franchises and –branches, and staff numbers rising to over 320 and sales today in excess of £70m. As with all rapidly growing companies, the robustness of its underlying infrastructure and processes are often put to the test. One such area which was starting to feel the strain at Haynes was the storage and management of data and information.

PROBLEM/OBJECTIVE

Data storage requirements have grown exponentially at Haynes over the past few years, increasing pressure on the existing infrastructure. Add to this the need for some data to be kept for up to seven years (or indefinitely in some cases) for accounting and investigative purposes, the company needed a much bigger storage repository which the current management system and local NAS provision just couldn't accommodate.

In 2011 the Haynes IT department, headed up by Marcus Nye, took the decision to move to a virtualised server environment to help manage spiraling IT costs and the demands being put upon it by the increased number of users. In tandem with this, the capacity and functionality of the company's Network Attached Storage provision needed to be upgraded to allow for the expansion of the virtual environment and to provide a more flexible and scalable solution. To ensure "business as usual", the disaster recover element also needed to be robust.

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CASE STUDY: HAYNES BROS LTD.

A reliable off-site replication and back-up solution was essential in the event of a document being deleted, or a more serious occurrence rendering company files inaccessible.

All of these requirements needed to be achieved for a relatively small budget, making industry heavyweights like Dell and HP too costly an option for Haynes. Already a user of NETGEAR ReadyNAS devices at head office and other remote locations, Haynes decided to approach the storage specialist to see if it could provide a much bigger solution that could scale-up and meet all of its daily storage and back-up needs – now, and for years to come.

SOLUTION

NETGEAR suggested that Haynes upgrade from its first generation ReadyNAS storage devices to its ReadyDATA device at head office, to support the data needs of over 100 staff and facilitate the 35 shared storage locations used daily by different departments. The ReadyDATA option gave Haynes the replication functionality it required as well as the ability to scale-up to 180TB as its capacity requirements grew. In addition, the device also provides de-duplication capabilities and unlimited snapshots – ensuring deleted or lost files can be retrieved as required.

The process of upgrading from multiple, smaller devices to one central ReadyDATA unit was surprisingly painless. The familiar look and feel of the device meant that the team at Haynes was able to set up the new equipment with ease, and quickly come up-to-speed with the functionality. Following a few weeks of scenario testing and data migration, performance of the device was already exceeding expectations. Any queries during set-up, and beyond, were dealt with swiftly and professionally by the team at NETGEAR, giving Marcus confidence in the product and the support he received.

In addition to the initial ReadyDATA unit, Haynes deployed a second unit after six months to enable data replication between the two, giving it a robust disaster recovery element, all within a tight budget. Moving forward, the second unit will be moved into a new remote server room which is currently being kitted out, offering another layer of business continuity.

RESULTS

Not only has Haynes procured a total storage and business continuity solution within budget, it has also been able to save costs in other areas as a result. The replication functionality of the ReadyDATA product has meant that Haynes no longer needs separate back-up software so has been able to save on software and maintenance costs, with the ReadyDATA managing its own back-ups, in real-time.

Daily snapshots give the IT department peace of mind, knowing that previous versions of files can be easily recovered if documents are accidentally deleted or lost, with snapshots of data stored for one month. The levels of capacity required for this function meant that this was just not possible with the previous system.

The scalability and capacity of the solution means than any future cost outlay can be kept low, with more virtual servers or disks being easily added if required. With new sites scheduled to open in 2014, this gives Haynes confidence that the solution will be able to grow with the business and won't need an overhaul in a few years' time.

Moving forward, Haynes plans to review the performance of the ReadyNAS boxes currently used at its seven satellite branches, with a view of upgrading to ReadyDATA units to improve back-up to head office and provide the snapshot functionality at a local level.

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