



## Aerospace Manufacturing Company Integrates Our G-Storage Solution as a Vital Tool to its Operations.

The company found out that our G-Storage product is best known for its cost effective solution, reliable service and a great virtualization tool.

### G-Storage Success Story!

The company manufactures a wide variety of products such as aerospace, military and aviation electronics equipment. Hundreds of plant employees rely heavily on the continued operation of its computer driven assembly line to meet client demand, fulfill orders and stay profitable. The Company understands the importance of its business and operations continuity to keep up with the demand of new and existing customers. The company felt it had taken sufficient measures to mitigate its exposure in the event of a critical failure.

### The Customer Experiences a Major Failure

One afternoon during a heavy production run, the company experienced a catastrophic mission critical server failure. The failure completely shut down the plants operation and left hundreds of employees standing around not to mention the company's inability to fulfill and ship client orders. The IT department put their DR plan in motion and soon realized the failure was extremely severe. In the end, it took over 48 hours to recover from the failure creating a huge economic loss in terms of real dollars and hurt client relationships.

[Continued on back >](#)

**Company:** G-Storage  
San Diego, CA

**Web Site:** [www.gstorage.com.mx](http://www.gstorage.com.mx)

**Challenges:** Establish a Disaster Recovery plan with offsite replication and reduce RPO and RTO, reduce recovery costs and man hours, restore customer faith

**Solutions:** Zenith ARCA (Advanced Recovery & Continuity Appliance)

**Benefits:** Rapid failover server for fast system recovery, Quick & easy file restores, RPO and RTO reduced to under 2 hours, Controlled offsite replication



After the disaster, the company reassessed their disaster recovery plans. They determined that tape backup as their primary recovery solution was not viable. During their review, the IT department realized they had several other challenges:

1. Single file restores could take up to two hours costing many man hours
2. The RPO (Restore Point Objective) and RTO (Restore Time Objective) needed to be under two hours
3. A proactive monitoring and health check system needed to be in place and
4. The ability to transfer and store data offsite while maintaining ownership and control of their sensitive client data and orders.

## G-Tel understands the client needs

Through a consultative sales approach, G-Tel disaster recovery and business continuity experts helped the company identify and prioritize their critical continuity needs. Once the proper RTOs, RPOs and general backup requirements were identified, the time came for product selection.

## G•Storage offered and implemented the following products:

The powerful Zenith ARCA (Advanced Recovery and Continuity Appliance) was selected as the company's primary continuity and backup solution easily replacing the existing tape solution. The Zenith ARCA matched and even exceeded the client's prerequisites including the following functionality:

- Provided the client with 15 minute snapshots reducing their RPO from 2 hours to 15 minutes.
- Rapid Failover Server meaning that, in the event of another critical server failure, the company could replicate that server on the Zenith ARCA in 15 minutes bringing their plant back online in minutes rather than hours cutting downtime and maintaining healthy client relations.
- Built in customizable monitoring and health checking system easily configure through the Zenith ARCA GUI.
- Simple, quick single file and email restoration cutting time from 2 hours to minutes while saving costly IT man hours.
- Simple offsite replication to another Zenith ARCA device at a site of the company's choosing and under the company's complete control

---

*"I don't have to worry about monitoring and executing my backups, G•Storage does it for me."*

IT Director

---