

Case Study: Shorenstein Company LLC.

Double-Take® Software Customer Profile

Company: Shorenstein Company LLC.
Business: Commercial Real Estate
Offices: 7 Major U.S. Cities
Needs: A Many-to-One Disaster Recovery Solution compatible with a variety of applications and programs.



Business

Shorenstein Company is one of the country's oldest and most respected real estate organizations active nationally in the ownership and operation of high-quality office properties. The company is privately owned and is headquartered in San Francisco. Shorenstein provides leasing, management and construction services to its properties through its wholly-owned property services affiliate, Shorenstein Realty Services.

Customer Challenge

Like most companies, Shorenstein relies on its IT infrastructure and business critical applications to serve the needs of its clients every day. System downtime could translate into lost productivity or even worse, disruption to its clients' business.

Top executives at Shorenstein Company recognized the need for disaster recovery and approved a proposal from the company's IT department to protect its mission critical data and applications. While devising a plan, the company took into account several California and Federal laws, and took appropriate steps to make sure proper regulations were met.

When selecting a solution, Shorenstein's IT staff had many variables to consider such as the wide range of applications and software that it was looking to back up, including SQL Server, Exchange, internal databases, and even some homegrown applications. In addition, Shorenstein had to consider other complexities such as its use of virtualization software from VMWare to partition servers into separate virtual machines running separate operating systems.

Double-Take® selected for real-time failover and professional services

After speaking with many vendors including SteelEye, Comdisco, and Veritas, Shorenstein made the decision to install Double-Take® from Double-Take Software. Double-Take allowed Shorenstein to create a remote site where data and applications could be continually replicated from 15 remote servers to ensure business continuity.

Among its many features, Double-Take provided Shorenstein with a stable, flexible, and mature product, along with the ability to support all file types and replicate data at the byte level. Double-Take also has the ability to fail over in real-time to ensure high availability of critical applications and data, which was an important factor in Shorenstein's decision.

Although Shorenstein has an internal IT Staff of 11 people, it was important that they be able to remain focused on their dedicated projects while deploying Double-Take. To address this concern – and at the same time ensure proper deployment by leveraging technical knowledge from industry experts – Shorenstein turned to the Double-Take Professional Services organization. Double-Take service professionals have expert knowledge in key areas related to high availability, data replication, business continuity planning, and solutions deployment, acquired through hundreds of engagements in a wide range of environments.

"Double-Take Software fit very well with our needs, especially because of the company's professional service offerings," said Karen Bryant, IT Operations and Network Manager, Shorenstein Company. "Double-Take Software is a true solution provider, not just a software company, and proved that by its ability to help us implement."

Reaping the Benefits

The final solution provided the ability to replicate data from 15 remote servers at its corporate headquarters across the country to one server at a regional office. One of the most important benefits to Shorenstein was the low start-up costs, which would have been much higher with other vendors.

The many-to-one configuration not only uses less of the company's network bandwidth, but also lowers cost significantly by limiting the number of servers Shorenstein would have to purchase. As Double-Take is a host-based software solution, Shorenstein was able to reduce deployment costs by utilizing existing servers already in place and replicate data from many servers on to one single server. In addition, since Double-Take is able to operate in conjunction with VMWare, it further eased hardware requirements. Double-Take provided Shorenstein with much more control of their data and the overall environment – unlike other vendors that may require customers to use offsite storage facilities.

"In the end, Double-Take provided the best solution for our environment and for our budget," continued Bryant.

By choosing Double-Take, Shorenstein's data is safe and secure in the event of an emergency. Because of its failover ability, if a disaster strikes, executives and employees at Shorenstein can expect minimal interruption.

For more information, please visit www.doubletake.com.

About Double-Take® Software

NSI Software, Inc. (NSI®) doing business as Double-Take® Software, provides the world's most relied upon solution for accessible and affordable data protection for Microsoft® Windows® applications. The Double-Take product is the standard in data replication, enabling customers to protect business-critical data that resides throughout their enterprise. With its partner programs and professional services, Double-Take delivers unparalleled data protection, centralized back-up, high availability, and recoverability. It's the solution of choice for thousands of customers, from SMEs to the Fortune 500 in the banking, finance, legal services, retail, manufacturing, government, education and healthcare markets. Double-Take is an integral part of their disaster recovery, business continuity and overall storage strategies. Double-Take Software is

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privately held and headquartered in Southborough, MA. For more information, please visit www.doubletake.com.

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