



NetApp®
Go further, faster



Spotlight on Success

AIX Group Grows 6x Without Adding IT Staff with Lynx Technologies, VMware, and NetApp

IN THE SPOTLIGHT

Customer

- AIX Group
- Windsor, CT
- www.aixgroup.com
- Industry: Insurance



NetApp Partner

- Lynx Technologies
- www.lynxtechnologies.net



“Lynx Technologies has done an incredible job building our DR process with NetApp technologies and quite frankly anything else we have needed—knocked the ball out of the park. The model/relationship that we have established is really working well.”

John Seitz
Vice President, Information Technology
AIX Group

CUSTOMER PROFILE

AIX Group, a member of The Hanover Insurance Group, Inc., is a property and casualty specialty insurance business that underwrites and manages unique programs—books of homogeneous business in underserved markets—using alternative financial techniques. AIX Group markets workers' compensation, general liability, property, auto liability, and surety coverage through programs established by service organizations in the same line of business or same geographic location.

AIX Group employs 170 people in California, Connecticut, Florida, and New York and serves an extensive network of independent agents. The company identifies its IT platform as one of six core tenets that deliver value to its clients.

CUSTOMER CHALLENGES

- Create a robust, flexible, and cost-efficient IT infrastructure to support rapid business expansion.
- Simplify administration of disparate servers and direct-attached storage.
- Improve performance and data protection.
- Establish disaster recovery.

SOLUTION

- Engage Lynx Technologies to consolidate servers and storage to reduce complexity and streamline management.
- Use VMware® to virtualize servers and applications, including Microsoft® Exchange and Microsoft SQL Server®.
- Implement NetApp® technology to unify storage, improve performance and data protection, and enable disaster recovery.

BENEFITS

- Supported 6x revenue growth, 18x data growth, and 2x employee growth without adding IT staff.
- Reduced data center footprint by 70% and power consumption by 30%.
- Consolidated from 15 physical servers down to 7 with 25 virtual machines.
- Gained over 50% storage space savings with NetApp deduplication.
- Significantly improved storage utilization and agility with thin provisioning.
- Accelerated application performance 10x.
- Established remote disaster recovery with hourly replication and real-time recovery.
- Reduced complete environment-wide DR testing from weeks to just over an hour.
- Reduced RPO from 24 hours to 1 hour and RTO from 1 to 2 days to 30 minutes.
- Accelerated QA refresh from 24 hours to 2 minutes with FlexClone®, improving accuracy and enhancing service delivery.
- Avoided millions of dollars in potential annual downtime costs.

NETAPP PRODUCTS AND SERVICES

- NetApp FAS3140HA, FAS2050HA, and FAS270 systems with SATA drives
- NetApp Snapshot™, SnapMirror®, SnapDrive®, FlexClone, and deduplication
- NetApp SnapManager® for SQL Server, Exchange, and Oracle®

ENVIRONMENT

- Applications: VMware vSphere™ 4, Citrix, Microsoft Exchange 2007
- Databases: Oracle 10g, Microsoft SQL
- OS: Microsoft Windows® Server 2003
- Protocols: iSCSI, CIFS, NFS