Case study
P+P Pöllath + Partners business sites under efficient data protection

»The ETERNUS CS800 is much more than a simple backup system. In a matter of minutes we are able to replicate data or even entire virtual machines beyond location boundaries. The bigger truth is that we’re rather talking about a backup data center here. Its features are so powerful that I’m almost inclined to create a fan club for this product!«

Marcus Märthesheimer, Head of IT, P+P Pöllath + Partners

The customer
Domiciled in Berlin, Munich and Frankfurt, P+P Pöllath + Partners provide state-of-the-art legal and tax advice in specialized practice areas.

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The challenge
To implement a centralized backup concept with network-efficient data replication at the business sites in Berlin and Munich that would enable permanent data mirroring.

The solution
P+P Pöllath + Partners have been able to implement a secure and time saving backup concept by opting for the Fujitsu ETERNUS CS800 S2 data protection appliance combined with Symantec Backup Exec.

Top lawyers and tax advisors
When it comes to legal or tax-relevant processes, data security is of paramount importance. P+P Pöllath + Partners work in both fields. The firm provides solution-oriented, creative and innovative expertise as well as independent legal and tax advice on transactions and investments, more precisely in the field of venture capital, mergers & acquisitions, private equity, alternative assets, real estate and family office, to name but a few. The firm operates with 33 partners and a total of almost 100 lawyers and tax advisors in Munich, Berlin and Frankfurt. According to established rankings and market standards P+P advisors constantly rank among the “leading” or “highly recommended” lawyers and tax advisors in their fields of expertise. P+P are not affiliated with any other firm or group, but freely cooperate with leading experts in other firms or local counsels in other jurisdictions.

When backup is the thief of time
The impulse for a new and efficient backup concept was provided by the introduction of a document management system. The prime objective of the lawyers and tax advisors was to be able to digitally consolidate all documents related to a process or transaction at the touch of a key. "This made it necessary to find a central storage solution for the data of all three sites," explains Marcus Märthesheimer, Head of IT at P+P. "So far, we have always only made local backups of our data.” The data that would accumulate at one site within a single day had long challenged the limits: “We knew that it would have taken at least 16 hours to create off-site copies.” That is why, in the past, Märthesheimer confined replication transactions from Munich and Frankfurt to Berlin to carefully selected data. In order to enhance the backup level a new solution had to be found. And this is where the professional support of Fujitsu’s long-standing sales partner HORN & COSIFAN Computersysteme GmbH from Frankfurt on the Main comes in. "The firm has extremely high storage requirements, since each document has to be held available in various versions," says Gunter Horn, manager of the Fujitsu SELECT Partner. "If, in addition, the data volume grows by 20 percent every year, the backup window will eventually exceed 24 hours and more."
Innovative backup technology with deduplication
HORN & COSIFAN has recommended the deployment of the Fujitsu ETERNUS CS800 S2 data protection appliance. "It is not so much a matter of storing large data quantities," says Gunter Horn. "The strength of ETERNUS CS800 lies not least in the fact that the system can store data in a heavily compressed manner, thus enabling significantly accelerated backup times across location boundaries." Strictly speaking, it is not a matter of "compressing" data in the classical sense. The technology that improves backup effectiveness is referred to as "deduplication". The system virtually looks within a file and breaks it up into individual blocks while retaining only those unique blocks that have not yet been saved in the storage area of the ETERNUS CS800 data protection appliance. "Thanks to deduplication P+P were able to cut their data volume in a reduction ratio of 10:1 already after the first backup run," Horn notes with satisfaction. "And this reduction ratio improves dramatically with the increase of the data volume stored."

Automatic data synchronization
The customer benefits from this in many ways, as data deduplication even proves useful when sufficient backup capacity is available. P+P have configured both ETERNUS CS800 systems with a usable capacity of 16 TB each. "However, P+P synchronize their data bi-directionally between Munich and Berlin, their two primary sites," explains Gunter Horn. And the less data has to be matched, the faster the process. Moreover, the network is not excessively burdened and cost-intensive WAN bandwidth requirements can be avoided. The synchronization process is fully automatic. Each ETERNUS CS800 system is provided with a master and slave architecture according to which the master system runs in Berlin and the slave system runs in Munich. Whenever a change is made in Berlin, this change is automatically synchronized in Munich. In a second area the master and slave system is reversed, i.e. Munich functions as the master and Berlin as the slave. A third area hosts the respective local data that is less relevant and thus does not require mirroring or double storing.

Recovery in a matter of minutes
The ETERNUS CS800 systems are incorporated in P+P’s virtualized IT environment where they provide valuable services that go beyond pure backup. If need be, Markus Märthesheimer is able to transfer an entire virtual machine (VM) onto an ETERNUS CS800 since it has been backed up here through VMware snapshot technology (VCB/Ghetto). If necessary, it would even be possible to boot the VM from the data backup appliance. And what is more: "In the event of a total IT failure at one of our sites, all I need to do is to boot up the replicated system from another site on the ETERNUS CS800," Märthesheimer sums up. The Head of IT Systems at P+P is thrilled: "This system is simply brilliant. It delivers much more impact than we had originally anticipated and clearly surpasses our expectations. Before the deployment of ETERNUS CS800 our recovery times ranged up to several hours; now we are merely talking about a matter of minutes."

High scalability
P+P operate the ETERNUS CS800 S2 as an NAS option, i.e. as a network-attached storage system. This basic version starts at a storage capacity of 16 TB and scales up to 160 TB. Thus Markus Märthesheimer can confidently rely on his ETERNUS data protection appliances for quite some time to come: "Thanks to deduplication only a tiny fraction of the actual data volume is moved back and forth between our business sites. Consequently we are able to replicate a complete backup on a daily basis – without excessively burdening the WAN bandwidth requirements – and thus dispose of double data safety. I think this is terrific!"

For further information about Fujitsu ETERNUS CS please refer to: ts.fujitsu.com/eternus_cs