

Case Study Pacific Controls

»The Pacific Controls data centers in New York and New Jersey are the perfect locations for implementation of our strategy of expansion into the U.S.A.«

Dilip Rahulan, Executive Chairman, Pacific Control Systems LLC



Pacific Controls Expands Worldwide with Fujitsu

Pacific Controls is a world-leading provider of intelligent solutions in the area of automation and control systems. Headquartered in Dubai, the company offers clients involved in the public sector, industry and home infrastructure projects seamless, innovative solutions. In recent years, Pacific Controls has served clients in Dubai and other countries as far away as India and China and successfully carried out numerous major projects, including, for example, automation of Dubai International Airport.

The next step on the way to becoming a leading global player is expansion into the U.S. market. In order to be able to comply with the data protection requirements of customers in the public sector and financial institutions, Pacific Controls first had to create a data center and a disaster recovery center in the U.S., which called for the achievement of a series of ambitious goals:

- A high level of virtualization and automation at both the data center in New York and the disaster recovery location in New Jersey for maximum flexibility and economy
- Fast, reliable and economical disaster recovery
- Measures to guarantee that the command center in the U.S.A. can also be managed from the headquarters located in the United Arab Emirates

Pacific Controls Opts for Dynamic Infrastructures from Fujitsu

Pacific Controls decided to build on seamless solutions from Fujitsu at both of its U.S. data center locations – Dynamic Infrastructures. A completely virtualized infrastructure was installed that featured PRIMERGY Dynamic Cube and software from VMware as well as ETERNUS and NetApp storage systems.

The Client

Dubai-based Pacific Controls is an ISO 9001:2008 certified company that delivers intelligent solutions in the area of automation and controls to clients worldwide.

www.pacificcontrols.net



The Project

- Installation of a data center in the U.S.A. to support expansion at the international level with disaster recovery concept.

The Solution

- Dynamic Infrastructures from Fujitsu: Installation of a virtualized data center and a disaster recovery location
- Services: Consultancy, planning, execution and 24x7 Maintenance and Support Services

Customer Benefits

- Efficient, high-quality support for expansion into the U.S. market
- Compliance with customer expectations and specifications
- Flexible, reliable platform for all applications and databases
- Robust, fail-safe data center environment
- Management of data center infrastructure in the U.S. from headquarters located in the United Arab Emirates
- Long-term investment protection with the possibility of dynamic scalability to keep pace with growth

Products and Services

Services

- Consultancy, planning, execution
- 24x7 Maintenance and Support Services with defined service level agreements

Hardware

- PRIMERGY BX900 Dynamic Cube Blade Server infrastructure
- PRIMERGY Rack Servers
- Storage systems: ETERNUS LT60, NetApp FAS2040
- Clients: ESPRIMO PCs

Software

- VMware vSphere, VMware vCenter Site Recovery Manager
- Microsoft® SQL
- Symantec® Backup Exec, McAfee® Total Protection

Dynamic Infrastructures for Dynamic Growth

Pacific Controls delivers reliable, economical solutions for the management of complex facilities. The solutions offered by the company have made it an internationally recognized source of expertise when it comes to facility security and management of public and private infrastructures such as airports, hotels, or industrial plants. Building management systems or access and monitoring systems from Pacific Controls help customers improve profit potential by making business processes more efficient, reducing operating costs and saving energy.

Since Pacific Controls regularly works in sensitive areas, the company frequently has to comply with exceptionally stringent standards. In order to expand into the North American market, for example, the company had to guarantee that customer data would be processed and stored in the U.S. As a result, it was necessary to create a data center infrastructure in the country in order to penetrate the new market. And that's when Pacific Controls decided to partner with Fujitsu. Here's how Dilip Rahulan, Executive Chairman at Pacific Controls, explains his company's choice:

"With Dynamic Infrastructures, Fujitsu offers not only the most innovative IT architecture on the market, but also seamlessly integrated solutions that have proven great track record in reliability and scalability. That gave us the support we needed to implement our project quickly and efficiently."

The key idea behind the solution is complete virtualization of the data center in New York and the disaster recovery location in New Jersey with the option of managing this environment from the Pacific Controls headquarters in Dubai, if desired.

The central component of the new environment consists of a Dynamic Cube PRIMERGY BX900, which features a complete Dynamic Server Infrastructure in a single chassis. Current blade technology, exceptional storage capacity and advanced I/O performance are attributes that combine to make the PRIMERGY BX900 the ideal choice for a flexible, reliable platform for the applications and databases of Pacific Controls. Energy-efficient design and dynamic scalability also guarantee low operating costs and will protect the initial investment as the business of Pacific Controls continues to grow. In addition, software solutions such as VMware and vSphere support availability of IT services. The industry's most complete and robust virtualization platform – vSphere – dramatically reduces capital and operating costs and maximizes IT efficiency. The storage infrastructure is also perfectly adapted to the new environment since Pacific Controls now has a very fast and economic overall solution for the protection of data and virtual machines in the form of the snapshot technology from NetApp storage systems and ETERNUS LT60 and Symantec Backup Exec. In addition, implementation of VMware vCenter Site Recovery Manager also gave Pacific Controls an automated solution to accelerate recovery in emergency situations, and functionality can be tested at any time without any disruption of productive operation.

Finally, Pacific Controls relies on the service expertise of Fujitsu for reliability and economy during ongoing operation. Fujitsu's Maintenance and Support Services give the client 24x7 operation with proactive services, quick reaction in critical situations and the know-how of experienced specialists, all in compliance with defined service levels.



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