“When the storage solution we had reached its growth limit, we decided to take the step into storage virtualization with Hitachi Data Systems solutions.”

Arturo Huys
Infrastructure and Operation Manager
Cablemas

Cablemas

INDUSTRY
Telecommunications

SOLUTIONS
Business Continuity and Replication, Virtualization, Enterprise Platform and Storage Management
Hardware — Hitachi Universal Storage Platform® VM
Software — Hitachi Disaster Protection Suite, powered by CommVault
Server Virtualization Proves to Be the Best Next Step

As the company looked at consolidating and automating backup systems in all of its remote offices, its main concern was having a comprehensive information backup system in order to ensure the business’ operation in any eventuality; IT staff recognized that any eventuality affecting storage would be a situation that put all areas of the company at risk. Arturo Huys explained the next steps: “When the storage solution we had reached its growth limit, we decided to take the step into virtualization, but we ran into technical difficulties that required a greater investment.”

Cablemas needed to virtualize 300 servers from different brands. They found the answer to this challenge in the acquisition of software licenses for the Hitachi Data Protection Suite, powered by CommVault. The software was selected to leverage and optimize the existing resources. The implementation took about four months, due to the fact that the licenses were acquired gradually and due to the number of servers.

The executive from Cablemas states that as a result of the implementation of the virtualization project with Hitachi Data Systems solutions, better practices have been generated. Formerly, the company did the backups on tape, which put the information at risk due to their time of life. “We have experienced a radical change in the way backups are handled, we currently have reliable copies and replicated data both in Sevilla and in the site at Morelos, Mexico, besides having the certainty of knowing the time and restoration point in case of an eventuality,” Huys said.

Cablemas Prevents Data Loss with Solutions from Hitachi Data Systems

Part of Grupo Televisa’s pay television services, Cablemas is a cable TV provider that provides triple play services (cable, telephone and Internet). The information collected as a result of the company’s recent growth demanded a larger storage capability that guaranteed data existence and availability, to improve the company’s business processes and its relationship with the clients. Cablemas chose Hitachi enterprise storage and software to support this growth and ensure business continuity.

Cablemas operates with more than five thousand employees and has a presence in 49 cities within Mexico. Its business objective is to exploit entertainment and video services, as well as Internet, fixed and mobile telephony.

The company has experienced a trans-actional growth of 200% annually, while its portfolio of clients in fixed telephony grew 152% from January 2009 to January 2010 to a total of 1,400,000 clients. For Infrastructure and Operation Manager of Cablemas Arturo Huys, information storage is of great relevance; Cablemas considers information its most important asset after the human factor.

Cablemas has experienced a transactional growth of 200% annually, while its portfolio of clients in fixed telephony grew 152% from January 2009 to January 2010 to a total of 1,400,000 clients. For Infrastructure and Operation Manager of Cablemas Arturo Huys, information storage is of great relevance; Cablemas considers information its most important asset after the human factor.
Storage Virtualization Completes the Solution

In addition to the implementation of the Hitachi Data Protection Suite, Cablemas purchased a Hitachi Universal Storage Platform® VM. This enterprise storage provides data protection with optimized storage for the data center, remote offices and virtual environments, which helps Cablemas store and manage 30TB of information necessary for the operation of different areas of the company.

One of the immediate benefits provided by the solutions from Hitachi Data Systems was achieving the virtualization of 300 heterogeneous servers under the same simple administration platform, which brings along savings in future growth for the solution scalability, as well as a re-leveraging and rejuvenating the IT platform. For Huys, the leveraging of the company’s staff is a benefit that has allowed Cablemas to increase the productivity in the area. He explained: “It’s not necessary now for a person to be there full time, always doing the same task. This is important because we are a dynamic company that has grown a lot, and we constantly need to do more with less.”