



“The performance of our infrastructure and the high availability of our data are key for our business. That’s why, based on the recommendation of our integrator, Scasicomp, we have chosen a storage solution recognized for its reliability, robustness and flexibility, the Hitachi Adaptable Modular Storage 2500.”

*André Bigot  
 Assistant ITD Director  
 The Henner Group – GMC*



## The Henner Group – GMC: Collective Social Protection Specialists

**INDUSTRY** Insurance

**SOLUTIONS** *Modular Platform, Business Continuity*  
**Hardware** — Hitachi Adaptable Modular Storage 2500 (2)  
**Software** — Storage Navigator Modular 2 program, Hitachi ShadowImage® Replication, Hitachi Dynamic Link Manager, Hitachi Global Link Manager and Hitachi Device Manager software  
**Services** — Provided by platinum Hitachi TrueNorth Channel Partner Scasicomp

## The Henner Group – GMC Increases Storage Infrastructure Performance and Availability with Hitachi Adaptable Modular Storage 2500

The Henner Group – GMC is the collective solution protection specialist in France, the leader in social coverage for expats and multinationals, the “global insurance” partner for businesses and a special representative for individuals. Its business requires an infrastructure capable of meeting high availability, performance and reliability requirements. Specialist integrator Scasicomp and Hitachi Data Systems met these challenges with Hitachi Adaptable Modular Storage 2500 and Hitachi software, guaranteeing high performance and the flawless continuation of activity.

The Henner Group – GMC was originally founded as GMC in 1947. It is an independent French company that meets the various needs of its clients with collective and personal insurance policies (healthcare, unemployment, funeral, sports, retirement savings, income replacement, etc.) in France and abroad. In 2008, the group's 939 employees managed 735 million premiums, conducted 30,000 daily settlements and paid out 20,000,000 policies. Based in Paris, notably, and Nantes, the Henner Group – GMC is located in several geographic areas and operates in 192 countries to serve more than 6,000 clients and more than one million affiliated members.

### Priorities: Increase Performance, Guarantee High Storage Availability, Drive Down Costs

“The volume of our data has greatly increased and the IBM® equipment we were using was on its last legs. Maintenance costs were very high. The storage systems no longer had sufficient capacity to absorb this exponential growth, and they could no longer provide the required performance,” explains Assistant ITD Director of the Henner Group – GMC, André Bigot. “Additionally, considering the growth in the group's business, we had to anticipate our needs and invest in solutions that could evolve with our needs in terms of performance and high availability.”

Bigot explains, “Our disk space has grown up by 40 percent per year. Thus, our needs went from 2TB to 4TB for the SAS disk part and we were at more than 6TB on the SATA disks in 2009. In addition to the electronic document management projects and message archiving that we are planning and that requires additional storage space, we hope to launch a VMware architecture for work stations. They will operate on the Hitachi systems. It is therefore essential for us to have a storage solution that can absorb the heavy load of this future architecture.”

By opting for two Hitachi Adaptable Modular Storage 2500 systems, the Henner Group – GMC has developed its storage infrastructure. It provides users in three group sites, including two in Paris with 600 users and one in Nantes with 200 users, with a reliable and high performance service. Additionally, the Hitachi modular solutions used by Scasicomp allow Henner Group – GMC to evolve and support the growing storage volume and meet the high availability needs.

### A Proactive Stance

The Henner Group – GMC's corporate approach is always oriented towards making its services competitive. This makes it possible to update and advance its technologies. “We already knew Hitachi Data Systems and we contacted them as a part of this project along with IBM and EMC on the recommendation of our provider, Scasicomp,” explains Bigot.



“The deployment of the Adaptable Modular Storage 2500 has been seamless. Scasicomp's dedicated employees and their propensity to invest in our projects, together with the reputation of reliability and robustness of the Hitachi Data Systems solutions, allow us to focus on future projects.”

André Bigot  
Assistant ITD Director  
The Henner Group – GMC

Platinum Hitachi TrueNorth Channel Partner Scasicomp has worked with the Henner Group – GMC for several years. As the integrator and specialist storage architect, Scasicomp proposed the Adaptable Modular Storage 2500 as “it made a significant difference in terms of reliability and high availability. In addition, they use less expensive SAS disks, the active-active symmetric controllers (for balancing workload automatically between controllers) and the back-end SAS technology. All of them were essential for the client,” explained Grégory Gosset, a technical sales engineer at Scasicomp.

The Adaptable Modular Storage 2500 systems (like the 2100 and 2300 systems) are the only midrange storage systems with Hitachi Load Balancing Controller (symmetric active-active controller), which provides integrated and automated load balancing. Thus, the storage system can control or eliminate bottlenecks by rapidly balancing application workloads across controllers. “This special feature allows us to perform load balancing, which optimizes the application capabilities,” adds Bigot. “And the symmetrical active-active controllers not only allow the applications to better perform, but they also provide me with the simplicity I need to manage the systems more effectively.”

The administration of Adaptable Modular Storage 2500 can be done from a physical and logical point of view of the disk space; — while IBM systems only offer a physical view. “The Adaptable Modular Storage 2500 allows us to thinly provision the storage space and to dissociate data. The Henner Group – GMC has large storage folders on the disks and we can now select them based on our needs, optimizing the storage space,” explains Bigot.

## Seamless Deployment Ensures Business Continuity

To guarantee continued service, the Henner Group – GMC has opted for a cluster storage infrastructure. Each Adaptable Modular Storage 2500 system supports 50 percent of the load and the applications are divided between two systems located in two different sites in two different server rooms.

The migration of the Adaptable Modular Storage 2500 systems to replace the IBM systems (4500 and 4800) is underway. For the moment, the Microsoft® Exchange 2007 application and the Alfresco content management solution have been switched to the Adaptable Modular Storage 2500 without a hitch. The other applications, the Oracle databases, MySQL and Microsoft SQL Server® are currently being migrated to the Adaptable Modular Storage 2500.

“The deployment of the Adaptable Modular Storage 2500, as suggested by Scasicomp, has been seamless,” says Bigot. “We knew we could, as always, count on Scasicomp’s expertise. Their dedicated employees and their propensity to invest in our projects, together with the reputation of reliability and robustness of the Hitachi Data Systems solutions, allow us to focus on future projects. We feel like we have chosen the perfect partner, who can guide this development towards high availability and high performance storage,” concludes Bigot.

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