



Neverfail Group Builds Innovative and Cost-Effective Disaster Recovery Solution

VMware ESX Server Protects Against Vulnerabilities of Physical Servers While Reducing Costs and Enhancing Competitive Advantage

RESULTS

- Delivered the world's first disaster recovery solution to combine real-time server continuity with rapid recovery on virtual machines
- Eliminated need for one-to-one mirroring on servers, reducing hardware and maintenance costs by 70 percent
- Enabled protection from major disaster while reducing disaster recovery costs
- Expanded market for disaster recovery by offering high-end solution at fraction of competitors' cost
- Consolidated between 4 to 10 servers on more reliable and scalable hardware, providing headroom for future business growth

Neverfail Group Needed to Ensure Data Security and Server Stability

Businesses and government entities around the globe are looking for ways to protect against business interruption. U.K.-based Neverfail Group develops products and services that ensure "business continuity", a process that provides for the continuation of critical services regardless of any event, such as a fire or natural disaster. Business continuity seeks to reduce risk and protect information assets to keep businesses running.

Providing business continuity solutions can be hardware-intensive, since customers require immediate server continuity. Often an identically configured server must mirror every server, which can be prohibitively expensive. Neverfail Group needed a solution to:

- Reduce the cost of providing business continuity solutions.
- Guarantee customers' data security and server stability.
- Bring business continuity solutions quickly to market.

VMware ESX Server Provides Greater Protection for More Businesses at Lower Cost

Harnessing the power and flexibility of VMware ESX Server in its solution, Neverfail Group provides the world's first disaster-recovery solution to combine real-time server continuity with rapid recovery on virtual machines. VMware ESX Server allows multiple servers to co-exist on a single hardware platform, safely and securely, obviating the need for one-to-one mirroring. The results of using VMware ESX Server for server consolidation include:

- **Lower hardware and maintenance costs.** Having multiple servers fail over to one server reduces the amount of required hardware and space to house it. No special coding or configuration changes are needed to use VMware ESX Server as a platform for consolidation, which cuts down on maintenance. Since managing virtual machines is easier than managing physical hardware, VMware ESX Server reduces maintenance costs even further.
- **Enhanced security and scalability.** By using VMware ESX Server to store mission-critical data in virtual machines, Neverfail Group protects businesses against the vulnerabilities of physical machines. Entire computing environments can be captured in software, instead of hardware. The result is built-in headroom for expansion and scaling.
- **Expanded market for disaster recovery and failover solutions.** Since multiple servers can be protected on a single, more reliable piece of hardware, Neverfail Group passes along hardware cost savings to its customers and is able to provide its solution to a wider range of customers who need business continuity protection.

"VMware ESX Server is revolutionizing the way we do business. By allowing operating environments to reside in software, as opposed to physical servers, VMware ESX Server enables us to recover many failed servers onto just one machine. Overall, we are seeing a 70 percent reduction in costs using VMware ESX Server."

*Neil Robertson
CEO, Neverfail Group*





VMWARE ESX SERVER AT WORK

- ESX Server on dual-processor industry-standard architecture servers with 2-4GB RAM
- Guest operating systems: Windows 2000/2003
- Applications running in virtual machines include: SQL server, Exchange server, File servers

VMware ESX Server Enables Server Mirroring for Business Continuity

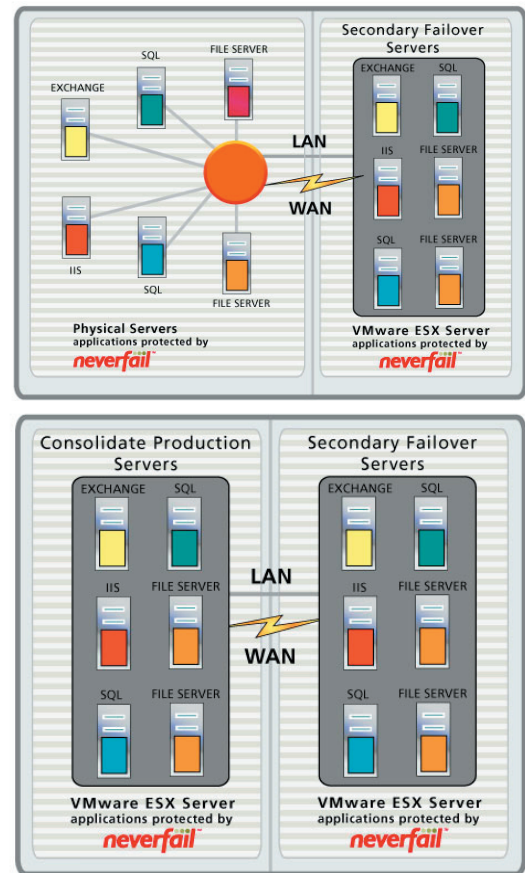
One of Neverfail Group's products, Neverfail Heartbeat, is a fully automated high availability and disaster recovery solution that incorporates real-time, immediate server continuity with data mirroring, failover and switchback capabilities. Neverfail's solution protects the complete system, from the Windows operating environment and network to the applications and data. The company's suite of products ensures resilience in any system environment – physical-to-virtual or virtual-to-virtual.

Traditionally, a business continuity solution requires a one-to-one mirroring solution for each server. Because it allows multiple servers to co-exist on a single hardware platform, safely and securely, VMware ESX Server eliminates the need for one-to-one mirroring.

In this case, Neverfail uses virtual machines to mirror physical servers. Data from Microsoft Exchange, File Server, SQL, IIS Web servers, and application servers is mirrored in real time and Neverfail ensures failover, switchover and switchback capability. In addition, each virtual machine is configured with its own operating system, applications, and network identity. In addition, each virtual machine is completely isolated so that entirely separate computing environments can be hosted on one physical server.

The Bottom Line

According to Neil Robertson, CEO of Neverfail Group, "VMware ESX Server lets us leverage hardware and reduce costs for our Neverfail Group automated continuous business process solution. We can now tolerate multiple simultaneous server failures without interruption to our users."



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