

# Manufacturer

## A Customer Success Story

**HÄFELE**

Horst Reichardt,

Systems Technology Manager:

It has been worthwhile for us to discuss our environment and requirements with the IT experts from mainstorconcept. The final MDL (formerly MAS) based solution was not initially considered by us, but ultimately this cost-efficient and optimum availability solution was formulated during our constructive exchange with mainstorconcept."

Häfele is one of the leading international companies for furniture fittings, architectural hardware, electronic locking systems and technical hardware. Its customers include the furniture industry, interior designers, hardware dealers, building developers, architects and planners in more than 150 countries.

The Häfele know-how covers the development and manufacture of hardware, dynamic product range organization for the many different markets, warehousing of more than 100,000 articles, delivery logistics and customer-friendly documentation of products in printed catalogs and online stores.

Häfele sets itself apart from its competitors with its comprehensive special product ranges, creative marketing channels, unique range of services such as delivery from stock and with the company philosophy of a Swabian family-run business

## HÄFELE

Häfele solves the data protection and replication for all their IBM Mainframe data with the Bus-Tech MDL (formerly MAS) solution

In focus

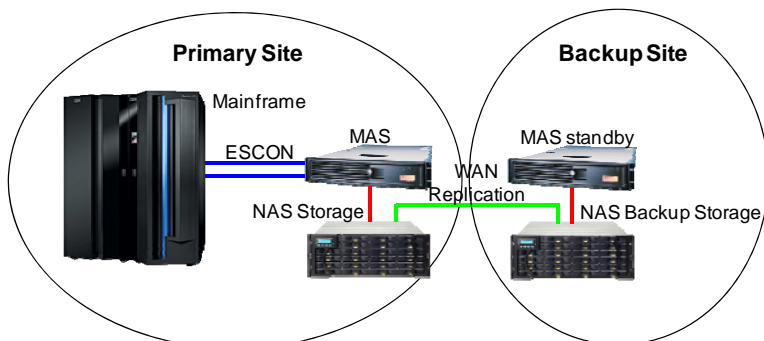
Häfele is a long-standing user of IBM Mainframes running the z/VM and z/VSE Operating Systems.

When replacing the ageing physical tape systems (8 drives in 2 controllers), Häfele looked for a solution requiring no process changes, firstly and advanced data protection, secondly, by deploying disk technology, being a quick, reliable and adaptable solution for the data protection of the Mainframe environment.

For some time, Häfele had been considering Mainframe data protection solutions. However, the application of a Virtual Tape Server (VTS) was not possible from a company procurement viewpoint. Besides, another requirement could not necessarily be delivered by a VTS solution. Häfele required a DR solution for the replication of all primary Data Centre tape data to the secondary company location. In this case a second VTS would be required via channel extension, generating considerable financial investment considerations.

Optimum solution considerations

At first different solution with current tape technologies were investigated, primarily based on the 3590 and 3592 tape drive.



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However, during these investigations potential knock-out (show-stopping) objections were encountered:

- The use of a single manual or ATL based tape drive with high capacities required operational process changes, to safeguard capacity optimization, and this was not possible. Besides, the automatic data replication requirement remained unsolved, as did the challenge of aging physical cartridges, which could only have been overcome with manual intervention.
- The use of peer-to-peer (dual) Virtual Tape Server (VTS's) was considered, but rejected, because two systems required a substantial investment in two locations. Also, the TCO for these systems (E.g. Servicing, Floorspace, Climate Control, Etc.) would be very expensive.

### Data protection, virtualization & replication integration

For this group of requirements it was determined that the Bus-Tech MDL (formerly MAS) solution from mainstorconcept exactly matched the Häfele requirements. Both aging tape drive systems replaced by a MDL ESCON solution with 256 virtual drives, although only 16 virtual drives are actively used. All tape volumes are filed as virtual tape files on a NAS system. For every data protection backup activity a single virtual tape volume is generated, corresponds exactly to the size of the data required (so no Multivolume files, no partially used cartridges). Immediately after each respective data protection backup, each new backup file is replicated to the secondary location via a WAN. The MDL solution is centrally managed from a GUI console.

In the secondary location the second MDL solution is pre-configured and used for Cold Standby. Should the primary Data Centre location become inoperative, production data can easily and immediately be restored in the secondary location.

Additionally, Häfele has planned for the "Worst Case Scenario" (both NAS systems are not available) and so protection for all Mainframe data on physical tape media must be possible. This is easily achieved because all IBM mainframe tape stored as virtual tape volumes on the NAS can be secured using the standard Legato software to an LTO-3 tape library used by Häfele.

Therefore all Mainframe and OpenSystem files are protected physically, according to the standard enterprise rules of Häfele.

### Objectives delivered

The Häfele objectives generated the following deliverables with this solution:

- Reduction of manual tape handling processes to zero
- Essential improvement in terms of data protections, measured at ~50% efficiency increase
- An enterprise-wide standard backup protection for all Mainframe and OpenSystem data using physical tape and standard software
- Immediate replication of every virtual tape volume directly after the end of the data protection backup process (batch run)
- Total flexibility for data recovery in the secondary (DR) location or in another locations, with total data integrity
- No purchase of more expensive 3590/3592 cartridge subsystems
- Multivolume cartridge elimination, because 256 GB of data can be stored on a single MDL virtual tape volume
- Eradication of cartridge media utilization concerns (E.g. TCO, recycling, Etc.)
- A cost-efficient and easy-to-use enterprise wide solution

### Summary

Within only a few days the mainstorconcept and Häfele project team integrated the new data protection solution into the Häfele organization and almost immediately in excess of 1,000 of the 4,000 physical tape cartridges were virtualized, while the remaining physical cartridges will cycle out automatically in a short space of time.

mainstorconcept GmbH  
Fiduciastr. 2  
76227 Karlsruhe  
Telefon +49 721 79076-0  
Telefax +49 721 79076-99  
[info@mainstorconcept.de](mailto:info@mainstorconcept.de)  
[www.mainstorconcept.de](http://www.mainstorconcept.de)