



Emirates Steel

Pivot3 Hyperconverged Infrastructure Provides Framework for Emirates Steel's Rapid Global Expansion

Pivot3 Case Study

Hyperconverged Infrastructure for Disaster Recovery

Industry

Steel Manufacturing

Location

Abu Dhabi, UAE

Key Challenges

- No offsite DR solution
- Manage rapid company growth while scaling out IT infrastructure and increasing performance and uptime
- Control costs while growing the infrastructure

Solution

Six Pivot3 HCI Hybrid nodes for disaster recovery that integrates seamlessly with Commvault Sympana Version 10 and VMware vCenter 6.0

Business Benefits

- High performing, easy-to-scale DR solution
- 30% lower costs and nearly half the required footprint of other HCI solutions
- Easy configuration and management; able to "set it and forget it"

About the Customer

Founded in 1998, Emirates Steel is based 20 miles outside the heart of Abu Dhabi. The company is owned by SENAAT, the UAE's largest industrial conglomerate and a driving force for implementing the Abu Dhabi government's industrial diversification policy. Emirates Steel is the only integrated steel plant in the UAE, utilizing the latest technologies to deliver high quality, innovative construction materials, and has evolved from a simple re-roller of imported steel billets to a complex integrated manufacturing plant, using modern solutions to tackle traditional industrial problems. The company also provides steel products around the world, including the USA.

The Challenge

Over the last two decades, Emirates Steel has been a driving force in that region's rapid growth. While that growth has led to business success, it has also placed significant strain on the company's IT organization. "We started out as a small company, focusing on manufacturing only a few essential construction materials," said Mohammad Azam, head of IT infrastructure at Emirates Steel. "But as we applied more advanced techniques for our industrial deliverables, our growth was exponential. We now have 11 manufacturing facilities across the country, which required us to ramp up our IT infrastructure to support our pace of business." Azam and the IT team at Emirates Steel support more than 2,500 users that are primarily running an Enterprise Resource Planning (ERP) software application.

In addition to growth of the IT infrastructure at the main datacenter, the team also needed to deploy a disaster recovery (DR) solution in a co-location facility approximately 65 miles away from their primary datacenter. Because their DR site is housed in a co-location unit, footprint and overall efficiency became paramount considerations. Having heard of the benefits of hyperconverged infrastructure (HCI) such as simplified management, increased resiliency, and datacenter consolidation, Azam and team began evaluating HCI solutions.

"I didn't want to take a traditional approach," said Azam. "We're always looking for the most advanced technologies. We're an innovative company ourselves, so we like to select

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– **Mohammad Azam, Head of IT Infrastructure, Emirates Steel**

like-minded technology partners. Hyperconverged solutions offered us the performance, optimization, ease of management and space and energy efficiencies we needed for our DR solution.”

The Solution

Azam and team evaluated multiple leading HCI technologies that would meet their extensive disaster recovery requirements. Following a recommendation from two of their resellers, Spusht and RSN Technologies, Azam and team began to evaluate Pivot3, which quickly became the front runner because of its price point, performance, and extremely efficient operating environment. “We chose Pivot3 from a cost perspective, but also because it is the most technologically sound HCI solution we evaluated,” said Azam. “For starters, Pivot3 outperformed the market-leading HCI vendor while also being about 30 percent lower cost. But I was also impressed with Pivot3’s data protection methodology, which delivers extreme storage efficiency and system resiliency, which is perfect for our DR needs.”

Azam and team needed rapid time-to-deployment due to regulatory requirements, so a solution that is easy to setup and scale was a high priority. The Pivot3 solution delivered exactly that. In the first phase of the DR and backup implementation process, Azam and team began replicating the production SAP ERP applications and Microsoft Exchange Server to the Pivot3 HCI platform at the remote DR facility. A second phase of the project will add applications to the offsite DR plan. Emirates Steel uses Commvault Sympana 10 to replicate the data, which works seamlessly with Pivot3 solutions.

“Pivot3’s installation process was very easy to set up because it was preconfigured per our unique requirements. Once deployed, we could set it and forget it,” said Azam., “It’s very easy to manage and works exceptionally well with our Commvault software and VMware vCenter management software. Pivot3’s interoperability and overall orchestration means none of our users are negatively impacted; there is no disruption at all, rather, we benefited from significant performance gains.” Emirates Steel is able to build bulletproof DR strategy utilizing best of the breed technologies that combine Pivot3 HCI, CommVault Sympana replication and VMware Site Recovery Manager. They can easily setup their disaster plans and routinely run tests with no impact on their production environment.

The Results

Since deploying Pivot3 for DR and backup at a remote site 65 miles away from the primary site, Azam and team have complete confidence that their vital business applications and critical IT services will remain online and available for their 2,500 users. With Pivot3, Emirates Steel significantly reduced its carbon footprint and improved system capacity, density and scalability, all while keeping its costs in line with stringent budget parameters.

“The Pivot3 HCI solution was about 30 percent less expensive than competing HCI vendors, while delivering better performance, ease of use, density and scalability for our

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– Mohammad Azam, Head of IT Infrastructure, Emirates Steel

DR needs,” said Azam. “It met our DR and backup requirements within a 12U footprint, compared with competitive offerings that required 20U or more so we are able to do all of this and more with 40 percent less infrastructure than other HCI platforms. Pivot3 continues to meet and exceed our expectations.”

Emirates Steel also has plenty of room for growth, with 20 terabytes of storage used today on the Pivot3 HCI solution and an additional 30 terabytes of headroom for future growth. Additionally, with Pivot3’s distributed scale-out architecture and flexible deployment options that include capacity expansion nodes, Emirates Steel believes they can scale their infrastructure for long-term growth in the most cost-effective and predictable manner.

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About Pivot3

Pivot3’s intelligent hybrid cloud and IoT-surveillance solutions provide security, resilience and management simplicity at scale for customers’ mission-critical IT environments. Powered by the industry’s only Intelligence Engine, Pivot3 automates the management of multiple, mixed application workloads, delivers industry-leading performance, eliminates unplanned downtime and data loss, and reduces the cost of traditional IT infrastructure by half or more. With thousands of customers in over 60 countries and deployments in education, hospitality, transportation, government, defense, healthcare, gaming, financial services and retail, Pivot3 allows IT to manage complexity at scale through intelligence and automation.

For more information, visit [Pivot3.com](https://www.pivot3.com)