

Customer Success

“*The combination of FalconStor NSS and VMware technology has paid off from the beginning. I sleep better at night and I worry less during the day. We just don't have the problems that we used to have.*”

— Kerry Sylvester, Director of IT, WaterFurnace International

Overview

WaterFurnace International, Inc. is a manufacturer of residential, commercial, industrial, and institutional geothermal and water source heat pumps. Products include energy-efficient and environmentally friendly geothermal comfort systems, indoor air quality products, and pool heaters. WaterFurnace expects to grow rapidly through both organic expansion and acquisitions in the near future and beyond. In preparation for that growth, Director of IT Kerry Sylvester took on the task of upgrading the company's IT resources.



From its Indiana headquarters, WaterFurnace serves 300 users on a Microsoft Windows environment. Its business systems include Microsoft Exchange Server and an ERP system that manages the company's file and print services. As a lean manufacturing company, WaterFurnace has historically had a direct-attached storage (DAS) environment and would run disk-to-disk-to-tape (D2D2T) backups with two dedicated backup servers. There was no remote disaster recovery (DR) system in place. In anticipation of massive data growth, the company set out to virtualize the environment and implement a DR and backup system that could scale to accommodate between 10 and 20TB of data.

Objectives

- Leverage virtualization throughout IT environment
- Replicate data offsite for DR
- Eliminate unplanned downtime
- Ensure that backup and DR system could scale to 20TB

Solution

At the suggestion of technology service provider MapleTronics, WaterFurnace implemented VMware technology and explored storage virtualization solutions, ultimately choosing **FalconStor® Network Storage Server (NSS)** over solutions from competitors such as NetApp. Features, functionality, and price were important factors, as was the ability to integrate with VMware and the company's HP servers. FalconStor NSS provides an open storage virtualization architecture that integrates seamlessly with WaterFurnace's environment to complement VMware technology. WaterFurnace now leverages FalconStor NSS for real-time replication, with a third FalconStor appliance installed for backup and high availability (HA).

Benefits

- Integrated solution simplified implementation, minimized disruption to business
- Flexibility to work with any major SAN supplier
- Real-time replication and HA
- Enables customer to store data with confidence and peace-of-mind