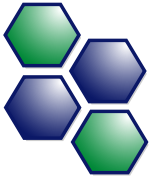




Sell Customers High-Capacity Optical Storage With its high-capacity UDO (ultra density optical) storage media system, this VAR captured the business of a \$7 billion brokerage.

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When a VAR wins an installation at a \$7 billion brokerage company, the stakes are high. At a company that large, there are ample opportunities to win additional installation jobs if the initial installation is a success. BizTech Solutions, Inc. (Freehold, NJ) got its foot in the door at a branch office of a 40,000-employee brokerage by providing a UDO (ultra density optical) storage system. That successful job has generated positive word of mouth, and other departments in the firm are looking into implementing the system. "Our success with the financial group led to our being introduced to additional groups," says Paul Chapman, a project manager at BizTech. "We will continue trying to expand the system to as many new groups as possible."

BizTech installed a PoINT Jukebox Manager from PoINT Software Systems (Brentwood, NY) and two Plasmon (Englewood, CO) UDO jukeboxes for the brokerage's finance department to store electronic invoices and other financial documents. The new system provides greater storage capacity at a lower cost than the department's previous optical storage system.

Combine High-Density Optical With A Disaster Recovery Plan

BizTech, which had previously installed an optical jukebox system for the finance department, recommended that the department look into expanding storage capacities because it was in the process of upgrading its EDMS (electronic document management system). This upgrade would lead to increased storage requirements. "If any components were to be changed, now was the time to do so," says Chapman.

The Plasmon UDO jukebox has 24 slots, each holding a UDO platter with 30 GB of storage capacity, about three times the capacity of the previous jukebox. PoINT Jukebox Manager costs about \$3,000 less than the previous optical software, which was a major selling point for the brokerage. "The ability to provide storage on fairly inexpensive hardware and software made it attractive for the company to use this system," says Chapman. Furthermore, the PoINT software writes the electronic documents to optical platters that provide 700 GB of nearline storage capacity. "The components for the jukebox retail at about \$14,000, and the software is far less than that," says Chapman. "This is nearly a TB of storage. That kind of capacity used to require an expensive system."

The department's electronic images are written immediately to optical discs and cached in a RAID (redundant array of independent disks) system for 90 days. This RAID system ensures that the brokerage's most commonly used documents are immediately accessible. Documents that are less routinely accessed -- images that are more than 90 days old -- are available via nearline storage.

To bring the company into compliance with SEC (Securities and Exchange Commission) regulations that require accessibility of data and redundancy, BizTech included a disaster recovery system as part of the solution. For

redundancy, copies of the platters are made and then transferred to a disaster recovery site. This site contains a Plasmon UDO with a single drive controlled by another copy of PoINT software that can load images onto the company's backup server if data at the company's offices is destroyed. "In the event of a catastrophe, the brokerage can simply take the latest platter, put it into the single drive, and rewrite the most recent information back to the hard drive," says Chapman. "This disaster recovery system would make the data almost immediately available to the brokerage."

The interface system in the PoINT software is another feature that sold the department on this system. "One of the advantages of the user interface is the system for loading images from an optical platter back to the hard drive simply involves clicking one menu item to import the platter and clicking another to restore that information," says Chapman. "There were several other steps in the previous software."

Web Access Provides Users Extra Incentive To Adopt Storage System

To make the stored electronic documents accessible to end users via Web browsers, BizTech implemented EMC/Legato (Mountain View, CA) WebXtender. Workstations do not need to be upgraded to provide users access to the Web. To retrieve documents on the Web, an employee enters a user name and password. Users search for documents by entering key words; document thumbnails are displayed to speed up the search process.

PoINT software can be used to connect other departments to the Plasmon jukebox storage system. One of the brokerage's development departments is considering implementing the system due to the Web-based document accessibility and the extra storage capacity it would provide. UDO storage combined with EDMS provides a cost-effective document management system for the company. "Because of the success of the system and the Web component, we were introduced to one of the brokerage's internal development teams which has a tremendous amount of process and development information," says Chapman. "This department is looking for better ways to be able to share that information." With this combined storage and disaster recovery solution, BizTech is optimistic other departments at the brokerage will want to hook into the system.

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