OVERVIEW
Rexel Sweden is part of Rexel, Inc., a worldwide distributor of electrical supplies. As an electrical wholesaler, Rexel Sweden provides supplies to leading businesses across Sweden including Volvo PV, and aims to become the top electrical wholesaler in the country. Although Rexel Sweden operates under three different holdings – Storel, Selga, and Moel – all of its back office and IT functions operate within two main data centers that service 70 remote offices and more than 700 users. With 14 VMware hosts, eight physical Microsoft Windows servers, and 250 virtualized Microsoft Windows servers, the company wanted to simplify its SAN management and be able to cost-efficiently replicate its data for disaster recovery (DR) and overall data protection.

OBJECTIVES
• Replace IBM Tivoli Storage Management solution, migrate to a disk-based data protection system
• Simplify SAN management to manage data growth of 5TB per year
• Ensure business continuity through a disaster recovery strategy that includes offsite replication

SOLUTION
Rexel Sweden explored solutions from IBM, Hitachi, EMC, and others. Based on a recommendation from its technology solutions partner Khuset, the company chose the FalconStor® Network Storage Server (NSS) based on its functionality, ease of use, industry reputation, heterogeneous support, and affordable price-point. With FalconStor NSS, Rexel Sweden virtualized its SAN storage infrastructure, which manages more than 34TB of data for systems and applications including email, IBS Enterprise ERP and warehouse management system, and Citrix XenApp. With FalconStor NSS, Rexel Sweden shortened its implementation time for new SAN storage and migration of data between the different SANs. Noteworthy features include SafeCache™ technology, which accelerates writing to disk for optimal LUN performance, and RecoverTrac™ technology, which automates disaster recovery operations including failover and failback in the event of an unplanned outage or disaster for optimal data protection and availability.

BENEFITS
• Enables seamless migration of data to new SAN storage
• Allows maintenance activities to occur during normal work hours, reducing downtime
• Replicates data with speed and efficiency for fast, reliable disaster recovery

“With FalconStor NSS, we no longer need to plan for downtime when migrating to new storage. Additionally, there is a shorter implementation period for adding storage, since we only need to configure the basics on the SAN. FalconStor NSS does the rest.”

– Daniel Gillberg
IT Backup and Storage Administrator
Rexel Sweden