



Client

Kerzner International
www.atlantis.com

Industry

Developer and operator of luxury resorts

Challenge

To standardize all primary and secondary storage onto disk-based systems from a single vendor, in order to provide consistent management, high-performance access to data, and superior reliability.

Solution

Kerzner International has standardized on NetApp® storage at all of its facilities, and replicates all data from its worldwide locations to the central data center at its headquarters in Florida.

Why Sirius Computer Solutions

Kerzner is a longtime Sirius client for IBM® System i™ servers, but awarded the competitive contract for its storage solution to Sirius because of the depth and breadth of NetApp knowledge demonstrated by the Sirius consultants assigned to the account.

Luxury Resort Developer Standardizes on NetApp Storage



Kerzner International is a leading international developer and operator of destination resorts, casinos and luxury hotels. Kerzner's flagship brand is Atlantis, which includes Atlantis, Paradise Island, an ocean-themed destination resort in The Bahamas. The company is extending its Atlantis brand globally with the development of Atlantis, The Palm, Dubai, a 1,500-room, water-themed resort expected to open in late 2008 on The Palm, Jumeirah. Kerzner also manages six luxury resort hotels under the One&Only brand. The resorts, featuring some of the top-rated properties in the world, are located in The Bahamas, Mexico, Mauritius, the Maldives and Dubai. An additional One&Only property is currently in the development stages in South Africa.

By mid-2006, Kerzner had decided to standardize on a single storage technology for all its properties, and issued an RFP for solutions from a variety of storage vendors. The driving factors at the time were the need to address ongoing problems with their current tape-based backup systems; the company had been experiencing many issues with tape reliability and management, and wanted to go to a disk-based solution for both local and SAN-attached disk.

Key Benefits

- Kerzner International has simplified storage administration by standardizing on a single hardware platform for storage across all its properties.
- Kerzner has stopped using tape backup for secondary storage, and relies now entirely on NetApp disk for superior reliability and faster access.
- Kerzner administrators used to spend one to two hours each day fixing backup problems, but has experienced fewer than one storage error a day across all properties since implementing the NetApp solution.

Products

- Clustered NetApp FAS3070, FAS3040 and FAS270 storage systems at various locations
- NetApp CIFS, Fibre Channel, iSCSI and NFS software
- SyncSort® software

Typical primary storage installations include Microsoft® Exchange user data, and SQL and Oracle® databases that are used for hotel applications such as property management systems, and food and beverage systems. Kerzner also wanted an efficient, cost-effective way to replicate all its local storage to a central repository at the company's headquarters in Florida, in addition to expanded primary storage that could be used to manage its VMware technology.

"We had HP SANs at the time, but we were looking for something more robust," explained Jason Bourque, Kerzner's Director of Enterprise Systems.

A short delay in the decision process allowed Kerzner to reevaluate their requirements. During that pause, their Sirius representative introduced them to the NetApp team. After about six months of getting to know Kerzner's business, and Kerzner learning about the various NetApp technologies, the company chose Sirius to help them standardize on NetApp.

Redundant, reliable, and just the right size

The NetApp systems at all locations are clustered for redundancy, and sized according to the properties where they are installed. "The main corporate site has a FAS3070 running a lot of SATA disk, since we have about 200 servers locally plus all the replicated backup data. At our large properties we've installed FAS3040s, and at the boutique properties we're using FAS3020s.

"The clustered configuration is used at all locations, because they all have business-critical data such as property management, food and beverage, and e-mail. It protects us against the loss of anything related to revenue."

Kerzner administrators chose the SyncSort backup product, from Syncsort Incorporated, for all its backup needs, including its SQL, Exchange and Oracle data as well as all Windows hosts. SyncSort is tightly integrated with NetApp, taking advantage of NetApp's Open Systems SnapVault® (OSSV) technology to provide true block-level backup capabilities. When the new version of NetApp SnapManager® is released later this year, Kerzner plans to use it for backing up its VMware hosts.

"The senior technical consultant that Sirius assigned to us... thoroughly understood the NetApp product, was highly qualified to implement it, and worked well with our team. So we've found another value from Sirius that we didn't know was available to us."

– Jason Bourque,
Director of Enterprise Systems
Kerzner International





“Operationally, we’ve saved lots and lots of man hours just from a backup and user perspective. We used to spend an hour or two a day just fixing backup problems, but now, with the marriage of NetApp and SyncSort, we might have one error a day—if that—across all properties. That’s been our biggest success, the stability from a backup perspective. But then there’s also the reliability and performance we’re getting from the filers themselves. We’ve been real happy with the reliability of the system overall.”

Kerzner took advantage of all the protocols available with NetApp to streamline its storage operations. It eliminated its Windows Server storage and moved all user and group data onto CIFS shares. The company is using a combination of Fibre Channel and iSCSI hosts for primary storage, and built VMware infrastructure on the NetApp platform using the NFS protocol.

A disk solution ready for any contingency

Since so many of its operations are in areas that are prone to major storms and hurricanes, a storage plan that included robust disaster recovery (DR) capabilities was essential. “The new primary and secondary disk storage was a given, but we really needed a backup environment that would provide a more robust DR plan. It was essential that all the other locations be able to replicate to our corporate site in Florida, where we can archive everything off-site using tape.”

“The senior technical consultant that Sirius assigned to us worked with our engineers on the design and implementation, and we couldn’t have been happier. He thoroughly understood the NetApp product, was highly qualified to implement it, and worked well with our team. So we’ve found another value from Sirius that we didn’t know was available to us.”

For more information

To learn more about powerful NetApp storage solutions or any of your other business computing needs, please contact your Sirius account executive, or visit www.siriuscom.com



About the companies

NetApp

netapp.com

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