

*"Overall the customer was extremely satisfied with the results of the project and our ability to migrate them off several disparate solution and collapse onto a single solution with very little downtime."*



## THE CHALLENGE

According to Forbes, 2016 was the third best year on record for merger and acquisition deals<sup>1</sup>. Business acceleration through a merger or acquisition is generally great news for companies, but it can be a nightmare for the IT department. In the excitement of the deal, IT tends to be an afterthought, as are the complicated logistics of merging two or more sets of data together to provide a "single view" of the new company. Not to mention, there is always a very tight timeline for bringing everything together. Compounding the challenge of integrating data centers, it isn't unusual for a company to make multiple acquisitions, and without an integrated data migration solution, IT inevitably assumes the responsibility for managing a hodgepodge of heterogeneous storage appliances.

For one global healthcare company, aggressive growth plans resulted in this conundrum. After several years of acquisitions, the company's data center had grown unwieldy. Concerns about application performance, data center sprawl, broken disaster recovery strategies, and lost productivity forced this healthcare behemoth to take action. After an extensive review of its environment, the decision was made to move from a Dell EMC and NetApp environment to a more cohesive HPE 3PAR architecture.

The state of the existing storage environment was not conducive to data migration, as three separate SAN islands would have to be collapsed into a single dual-fabric SAN, a process that would require also replacing a number of old Brocade switches during the migration. Considering the extremely complicated environment, the data migration solution also had to be flexible enough to migrate disparate storage arrays onto a single array with very little downtime. Additionally, with sensitive consumer healthcare information being involved, a focus on security was unquestionable.

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<sup>1</sup>Source: Forbes (<https://www.forbes.com/sites/suntrust/2017/01/13/the-4-biggest-trends-in-mergers-and-acquisitions-for-2017/#6d719e1630de>)

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## THE SOLUTION

Cirrus Data Solutions (CDS) worked with multiple partners on this project; Sayers and HPE managed the deployment of the 3PAR and new Brocade switches. As these activities were being conducted, the Headwaters Group worked with the customer to plan and execute the data migration as well as ongoing configuration of the new Brocade switches and 3PAR array during the final cutover. Cirrus Data's Cirrus Migrate On-Premises (CMO) ensured the migration of data was secure, efficient, and without risk.

There are three key phases in any successful migration, and this is especially true when the existing storage environment is complicated. The first step is developing a migration plan through discovery. The partners worked closely together to develop a seamless methodology that would include a focus on migrating data from existing data arrays onto the new platform. This was a lengthy coordinated process that required work from all partners and CDS to outline a holistic architecture and delivery perspective. The team developed a plan on paper first, mapping out exactly how to collapse all the source arrays onto a single 3PAR array with a replicated partner. Investing the time up front helped alleviate headaches down the road with this customer, ensuring a transparent and successful migration.

The second step in any data migration is to decide between a host-based or controller/appliance based approach to data migration. This healthcare company chose an appliance-based approach, and decided on CMO. By harnessing the strengths of CMO, the migration was streamlined, eliminating the complexity. Once the CMO appliance was inserted, the Intelligent Quality of Service (iQoS) feature allowed this global business to use the full 24-hour window to copy data from the old storage to the new storage. This migration would have been virtually impossible with any other appliance, since the stitched-together legacy storage environment and complex configuration of the source storage area networks (SANs) would have required significant downtime with any other migration methodology. The CDS iQoS functionality enabled a live migration based on real-time network traffic vs. minutes on a clock.

The third and final step for a successful migration is the cutover, where client hosts are disconnected from old storage and connected to the new storage with migrated data. This process is a highly orchestrated effort between the project manager, the system administrators, storage administrators, database administrators, and application owners. Tensions are high during this final phase, and it's at this time when security breaches can happen, data can be lost, and human error is most likely to occur.

For this project, the team created a test environment onsite to practice cutover before it occurred. All cutover procedures were documented before the actual cutover took place. Thanks to this rehearsal, the insertions were transparent and the migration session and cutover occurred without a single problem.

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Throughout the entire project, the Headwaters team was able to validate each step of the process was error-free, due to the reporting capabilities within CMO. Each migration report, revealed that everything migrated and verified properly, with no errors, no security breaches, and no lost data. A positive ROI was achieved, and this healthcare giant can now focus on improving lives and continuing its business growth without concerns of its storage environment impacting these initiatives.

## CHALLENGES

- Very complicated existing storage environment, due to disparate configurations, different SANs, and the inability to share and collapse data
- Uptime was a primary requirement; applications needed to be up and available
- Extensive cabling moves were necessary, because previous SANs were configured without considering best practices
- End user was resource constrained; only one dedicated IT engineer at customer site

## SOLUTION

- Eliminated the complication, collapsed all the data onto a single HPE 3PAR array
- Documented all cutover procedures ahead of time
- Sayers and Headwaters Group planned, executed, and supported this migration flawlessly

## RESULTS

- Insertions were transparent; migration and cutover occurred without a single issue
- Focused on getting the migration done quickly and making sure applications were up and available as much as possible
- Technology was top notch
- Services implementation team's herculean effort made this project possible and successful

### QUICK FACTS

#### Customer Type

Healthcare/Pharmaceutical

#### Source Storage

Legacy Compellent Array, Legacy Data General AX4, and 2 NetApp Arrays

#### Target Storage

HPE 3PAR

#### Number of Hosts

21 Windows Hosts and 3 Linux

#### Host Types

Windows 2003 and 2008, Oracle Enterprise Linux

#### Host Applications

Documentum, SharePoint, SQL Server, SAP/Oracle, Trackwise as well as backup and other miscellaneous management platforms

#### Replication Type

Local (2 Sites)

#### Number of CMO and Model

2 x CMO4000

#### Insertion Method

Physical



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and protecting your SAN storage

## ABOUT CIRRUS DATA

Cirrus Data Solutions Inc. is a leading technology provider of next-generation solutions for data mobility, specializing in block data migration and protection. The company distributes its solutions through systems integrators, managed service providers, channel resellers, and partners including HPE, IBM, Dell Technologies, Microsoft Azure, AWS, Hitachi, NetApp, Pure Storage, Infinidat, AEBS, AHEAD, CDW, SHI, Park Place, Presidio, ePlus, Insight, Computacenter, Sirius, WWT and many others. Cirrus Data Solutions is headquartered in Syoset, New York and has offices located in Dublin, Ireland, and Nanjing with sales and support offices in Boston and Chicago.

To begin your digital data transformation, [visit Cirrus Data Solutions online](https://www.cirrusdata.com).

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