



## Enterprise Products

### Solid and Stable Infrastructure Fuels Seamless Growth for Energy Leader Enterprise Products

A multi-billion dollar publicly traded energy partnership transports natural gas, natural gas liquids, and crude oil through tens of thousands of miles of onshore and offshore pipelines. The company's scale hasn't always been this impressive. With roots as a small, local business, a near-constant series of acquisitions have helped fuel the company's growth. Knowing infrastructure is critical to success, company leaders engaged OnX, a leading provider of enterprise computer technology solutions, early on to design a solid and scalable infrastructure in support of the company's growth strategy.

#### Assessing Storage Needs After Growth

Over the past five years, the energy partnership has grown rapidly through an aggressive acquisition strategy. With each acquisition and related data surge, leaders found the existing backup and storage environment unable to keep pace with the growing company's needs.

The concerns first began in 2001 when the up-and-coming company realized it needed to establish a more efficient tape backup infrastructure. OnX conducted an assessment of the multi-vendor environment and recommended a migration to Legato and an HP EVA5000 SAN. The solution was implemented with positive results. The company saw a dramatic improvement in performance and was able to complete integrations from acquired environments with relative ease.

Following this successful migration, OnX implemented a Microsoft® Exchange environment, assisted in establishing a proficient process for incorporating newly acquired companies into the environment, and has built a standardized foundation of HP servers. This work culminated in the energy company's largest acquisition of nearly 2,000 people, which doubled the physical and financial status of the company and required the addition of another SAN.

Having tripled the company's size since 2001, company leaders felt it time to conduct a comprehensive storage and disaster recovery assessment. Once again, they turned to OnX.

#### Establishing a Firm Technology Foundation

OnX conducted a thorough assessment of the energy company's environment, noting the burgeoning Exchange and UNIX environments and the need to establish a disaster recovery strategy.

For the primary site, OnX recommended the following solution components, coupled with integration, implementation and training:

- Two fully loaded EVA8000 systems, one each for the Exchange and UNIX environments. Standard data would remain on the existing EVAs.
- Five additional SAN blades for the existing B-series core SAN switches.
- Integration of the existing backup environment with a new HP virtual tape library.
- Addition of several HP servers.

Two EVAS were also recommended as the base infrastructure for the disaster recovery site.

"With the energy company so focused on rapid growth, it was critical that we establish a firm foundation," said Scott Reynolds, account executive for OnX. "The new architecture would more than double the company's storage capacity and further standardize the environment, while eliminating single points of failure."

Though many vendors competed heavily for the account, the track record and advisor approach of OnX were cited as the primary deciding factors in the energy company's selection of OnX. With a disaster recovery site location still pending, the energy company elected to move forward with the

primary site recommendations of OnX. Additional acquisitions were on the horizon and there was no time to waste.

## Empowered for Growth

The detailed knowledge transfer that took place between OnX and the company during the previous two SAN installations resulted in the energy company's information technology personnel implementing the new EVA8000s in record time – all on their own.

"The proficiency this company has gained in the SAN management, let alone their implementation, speaks highly of the training and documentation services of OnX," said Reynolds. "The OnX team has truly empowered the customer and laid the groundwork for ongoing success."

The benefits of the new architecture have been just as impressive. Though the architecture has more than doubled the company's storage capacity and improved throughput dramatically, management costs have stayed stable. The SAN environment is easy to manage and standardization on HP servers and storage have kept certification costs low. Most importantly, the company has been able to manage its ongoing acquisitions with an increased level of proficiency, quickly integrating acquired companies into the storage environment without impacting performance levels.

In addition, the company has selected a disaster recovery site. Leaders are now fully focused on rolling out the plans developed by OnX to eliminate single points of failure by establishing a secondary data center.

"As a trusted partner with this company, we look forward to helping its leaders achieve the next level of data security and further empowering the company's growth," said Reynolds. "OnX will continue to be there every step of the way, ensuring the company's technology is ready for every acquisition, any potential disaster and, most importantly, every success."

## Solution at a Glance

### Customer:

Enterprise Products

### Industry:

Energy

### Challenge:

Design a solid and scalable infrastructure in support of the company's growth strategy.

### Solution:

A new OnX-designed architecture based on two HP EVA8000 SANs, re-configuration of server data for a new SAN array, five additional SAN blades for existing core switches and knowledge transfer services.

### Results:

A new infrastructure that improved system performance and doubled storage capacity while achieving static maintenance costs. Additionally, with assistance by OnX, the customer was able to establish a proficient strategy to integrate future acquisitions.

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## Who We Are and What We Do

OnX Enterprise Solutions is a global enterprise data center solutions provider with a suite of end-to-end solutions including the industry's leading Federated cloud solution offerings. The company designs, builds and manages complete data center environments comprised of multi-vendor offerings in four core areas - Hardware & Software Solutions, Cloud & Managed Services, Digital & Application Services, and Professional Services. Over the past 28 years, OnX has helped clients achieve exceptional business results that accelerate their growth and value. Headquartered in Toronto, Canada, OnX has a team of more than 500 IT professionals, revenues of more than \$750 million, and clients and offices throughout North America and Europe. OnX is a privately held company and majority owned by Marlin Equity Partners of Los Angeles, CA. For more information, visit: [www.OnX.com](http://www.OnX.com).

