



*“Double-Take Move was seamless, so easy to set up and use, and when the switchover was complete the new servers were an exact copy of the old ones.”*

Gary Witts, Technical Services Director

## Business Profile

Company Name:  
Data Store 365 Limited (Datastore365)

Headquarters:  
Northampton, United Kingdom

Website:  
<http://www.datastore365.co.uk>

Industry:  
Cloud Services

Business Environment:

- Major cloud services provider
- Customers throughout UK and Europe
- Customers range from individuals to large enterprises
- Focuses on security, availability and affordability

Implementation Team:  
Datastore365 and Vision Solutions

## Critical issue

One of Datastore365's new customers was already using virtual servers in another service provider's cloud. Datastore365 needed a cost-effective way to migrate all of the customer's data and applications to new virtual servers in its own cloud, with minimal downtime, and without any assistance from the incumbent cloud provider.

## Results

- Reduced costs by 90%
- Only minutes of downtime
- Complete and accurate migration
- Simple to set up and use

## Technologies

Software:

- Double-Take Move
- Windows Server 2003 & 2008 R2
- Miscellaneous applications

Hardware:

- VMware vCloud Director running on Dell Blade Infrastructure (Datastore365 cloud)

## Business Challenge

A company with cloud-based virtual servers running Windows had a falling out with its existing cloud provider. After evaluating the alternatives, the company decided to move its servers to Datastore365's cloud. Consequently, all of the company's data and applications had to be moved between two cloud platforms.

System migrations can be cumbersome enough, but there was an additional challenge. Because of the dispute with the old cloud provider, the migration had to be performed without the existing supplier's involvement.

Traditionally, migrations required snapshotting data and applications from the old servers, configuring the new servers, reloading the data and applications and then restarting the applications. There were three problems with this approach. The first was cost. The customer's independent IT services supplier estimated that it would cost £15,000 to perform the migration this way.

The second issue was downtime. Using the traditional approach, applications had to be stopped before data was copied from the old servers. They couldn't be restarted until the data and applications were reloaded on the new servers. Otherwise, updates applied in the interim could be lost.

The third problem rendered the traditional approach not just challenging, but practically impossible. Reinstalling applications from scratch onto Datastore365's cloud was not an option because the customer had many custom-built legacy applications. The knowledge required to install and configure them no longer existed in the company.

## Solution

Datastore365 needed a way to perform the migration at a fraction of the cost, with minimal downtime, and without the existing cloud provider's help. The answer was Double-Take Move.

Datastore365 considered employing another migration tool that it had used in the past, but it had experienced stability problems with that tool. Because of the tight timelines and the need for accuracy, Datastore365 was not willing to risk the failure of the tool. Double-Take Move promised to provide the needed reliability.

To perform the migration, Datastore365 first configured new virtual servers in its own cloud. They then loaded the Double-Take Console onto a virtual server in its cloud. From the console, Double-Take Move was installed onto both the old and the new servers in about half an hour. The configuration of the entire job was managed through the central console.

Double-Take Move then copied all of the data and applications from the old virtual servers to the new ones over the Internet. The software kept all of the data perfectly synchronised between the replica servers until Datastore365 was ready to switch its customer's users to its cloud. The switchover required only about 3 to 4 minutes of downtime per server.

Datastore365 performed the migration, including installing Double-Take Move, very quickly and easily on its own. When it had a question, Gary Witts, Technical Services Director at Datastore365, was "very impressed with the response time and level of technical support I received from Vision Solutions."

Double-Take Move delivered a number of substantial benefits. For one, it made the migration simple and seamless. More importantly, it eliminated the hours or even days of downtime that would have been required to manually unload and reload the data and applications from one cloud to the other. And when the migration was complete the new servers precisely reflected the state of the old servers at the time of the switchover.

What's more, Double-Take Move resulted in a dramatic financial savings compared to a traditional unload/reload operation. The total cost of the migration, including licensing Double-Take Move, was only £1,500, which was 90 per cent less than the estimated cost of a manual migration.



15300 Barranca Parkway, Irvine, CA 92618  
1-800-957-4511 • 1-801-799-0300  
visionsolutions.com