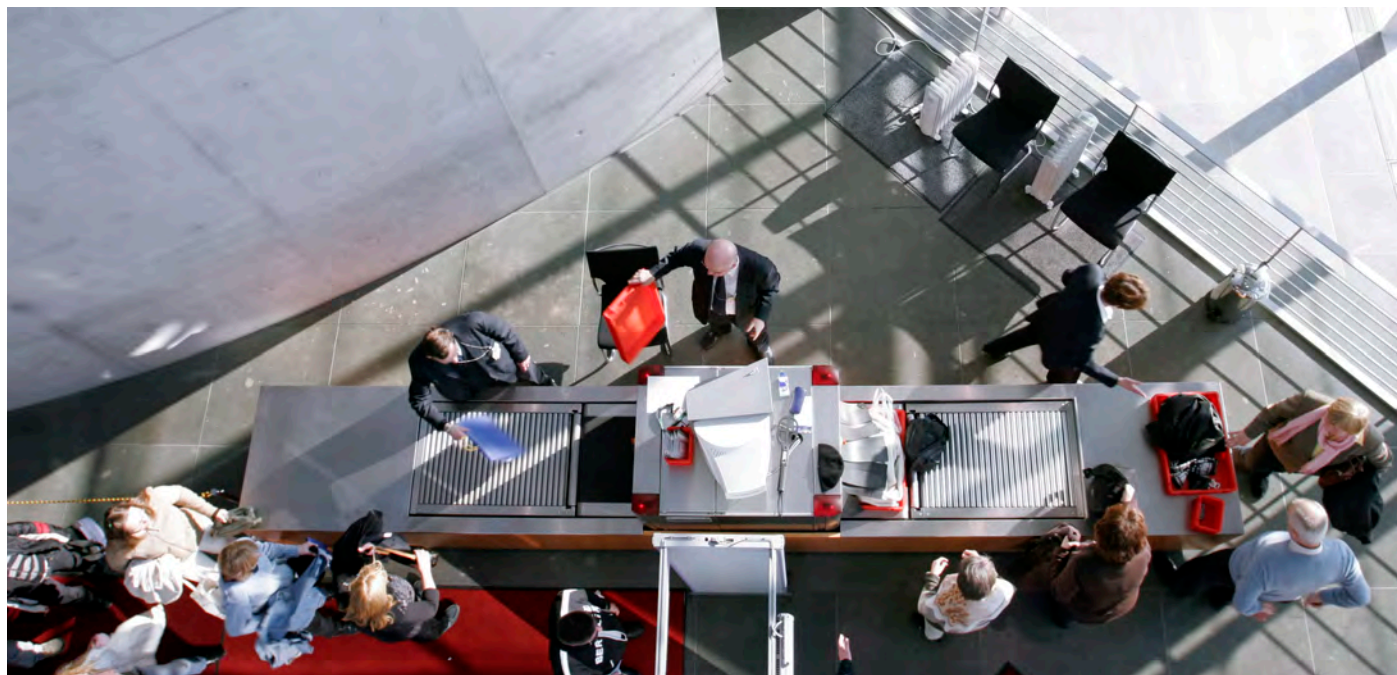# Italian Manufacturer Secures Continuity of Supply

CEIA assures data center availability while improving scalability by 80 percent and server provisioning by 100 percent

EXECUTIVE SUMMARY

Customer Name: Costruzioni Elettroniche Industriali Automatismi

Industry: Manufacturing

Location: Italy

Number of Employees: 290

Challenge
· Improve business continuity
· Enhance infrastructure scalability
· Reduce IT administrative burden

Solution
· Cisco Unified Computing System (UCS)

Results
· Scalability and peak capacity increased by 80 and 60 percent respectively
· Time to deliver new servers reduced by 100 percent
· IT team productivity up 50 percent

Challenge

Costruzioni Elettroniche Industriali Automatismi (CEIA) may not be a familiar name, but if you travel a lot the chances are you will have encountered its products. Based in Arezzo, Italy, it has a 40-year history of developing electromagnetic wave induction applications and, in particular, walk-through metal detectors of the kind used in airport security checks. Product quality is paramount; failures are unthinkable. And, in today's security-conscious times, demand has been rising. This in turn has put pressure on the data center, where uptime and business continuity are critical. If connectivity fails, manufacturing grinds to a halt.

"Our data centers serve not only our head office and manufacturing plants, but also a highly mobile workforce, remote branch offices, and subsidiary companies located across Europe and the United States," says Luca Manneschi, chief information officer at CEIA. "Yet we had no business continuity functionality and limited features for virtualization."

Solution

The company decided to create a highly-resilient private cloud environment. Key requirements included improved data center network integration, centralized management, and lower total cost of ownership.

CEIA looked at a number of suppliers, but settled on a Cisco® Unified Computing System™ (UCS®) architecture because of its disaster recovery capabilities, tight integration with VMware virtualization software, and simplified management. "Our primary role is to deploy, maintain, and optimize services," Manneschi says. "So having an IT infrastructure that allowed us to focus on these activities was a big advantage."

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> "UCS is a system completely optimized for a virtual environment. Centralized management and service profiles guarantee extremely rapid deployment of new virtual servers, and a solution to our old and new challenges."

Luca Manneschi
Chief Information Officer
CEIA

> "The time to deliver security upgrades, systems migrations, and so on, has improved by about 50 percent, as has the IT team's productivity."

Luca Manneschi
Chief Information Officer
CEIA

The selection was carried out with help from GruppoINIT, a Cisco partner based nearby in Perugia. Says Manneschi: "It was important to have a local company skilled and specialized in the solution we were evaluating. Gruppo INIT is always very responsive."

The two CEIA data centers are linked with a 10Gbps Ethernet ring to form an active-active configuration, using the NetApp Data ONTAP 8 operating system for real time data replication. The company has deployed six UCS B200 M3 Blade Servers, each equipped with Intel® Xeon® E5-2650 Processors, at each of the two sites. Each chassis connects to fabric interconnects, which provide 8Gbps Fiber Channel links to storage units and between data centers. The data centers also feature HP storage units based on the LeftHand operating system.

For scalability and reliability, GruppoINIT and Cisco deployed a NetApp Metro Cluster system with the UCS servers, helping to ensure continuous availability and transparent recovery from failures with no data loss. "In the UCS architecture every component is redundant, so it's extremely reliable," says Manneschi. "For virtualization, we deployed a clustered VMware infrastructure with virtual servers running across the two data centers to protect against an entire site failure."

Results

The new infrastructure helps assure business continuity with high reliability, simple management, and rapid server deployment. CEIA has seen an almost 100 percent improvement in server deployment times, along with a 50 percent increase in server efficiency.

"The time to deliver security upgrades, systems migrations, and so on, has improved by about 50 percent, as has the IT team's productivity. Scalability has gone up 80 percent and the data center can handle 60 percent higher peaks in demand," says Manneschi.

Power, heating, and cooling requirements have also dropped by 50 percent. Much of this is thanks to virtualization. "UCS is a system completely optimized for a virtual environment," Manneschi says. "Centralized management and service profiles guarantee extremely rapid deployment of new virtual servers, and a solution to our old and new challenges. For example, we don't have to worry about which blade we choose and how it's equipped."

Next Steps

The project has satisfied the company's current data center needs and even offers enough spare capacity to have backup equipment on standby. "We used to have to manage and maintain many different machines with various interfaces and lots of vendor contracts," concludes Manneschi. "Now everything's rationalized and we get a high level of support cost effectively from a single vendor."

For More Information

To learn more about the Cisco architectures and solutions featured in this case study, please go to:

www.cisco.com/go/datacenter

www.cisco.com/go/ucs

Product List

Data center
- Cisco UCS B200M3 Blade Servers with Intel® Xeon® E5-2650 Processors
- Cisco UCS 5108 Blade Server Chassis

UCS Fabric Interconnects
- Cisco UCS 6248UP 48-Port Fabric Interconnects

Storage
- NetApp FAS3240 Storage Units

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