

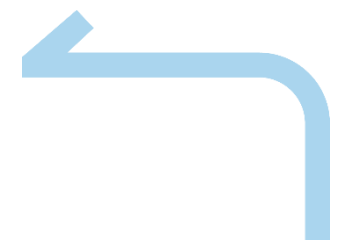


# The Dilemma of High Availability

Date

Presenters:

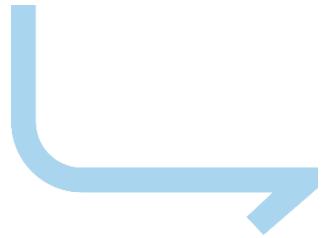




**High availability  
of applications  
and databases**

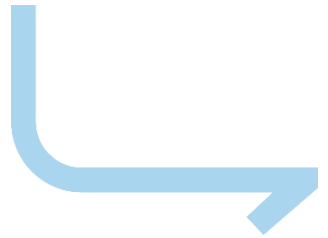
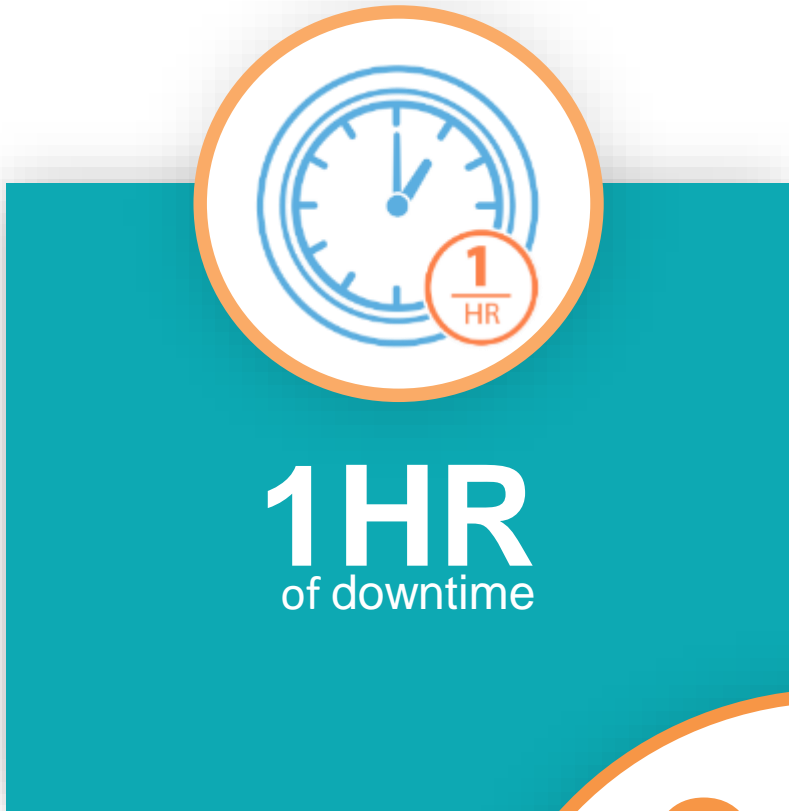
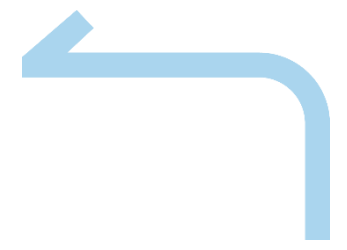


**is critical for many  
organizations**

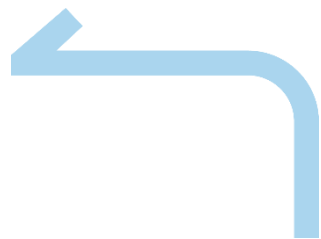




# Downtime is expensive

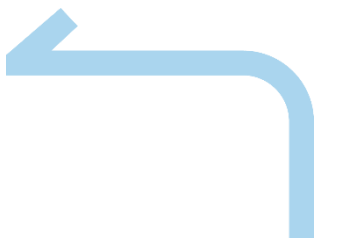


Data courtesy of ITIC 2021 Global Server Hardware, Server OS Reliability Survey



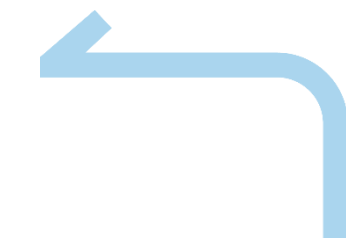
and affects  
many industries





**But downtime  
costs more  
than just \$\$\$**





### If supply chains fail

- Supermarket shelves are empty
- Gas stations run dry
- Deliveries are not made



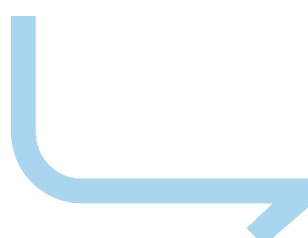
### If FinServ systems fail

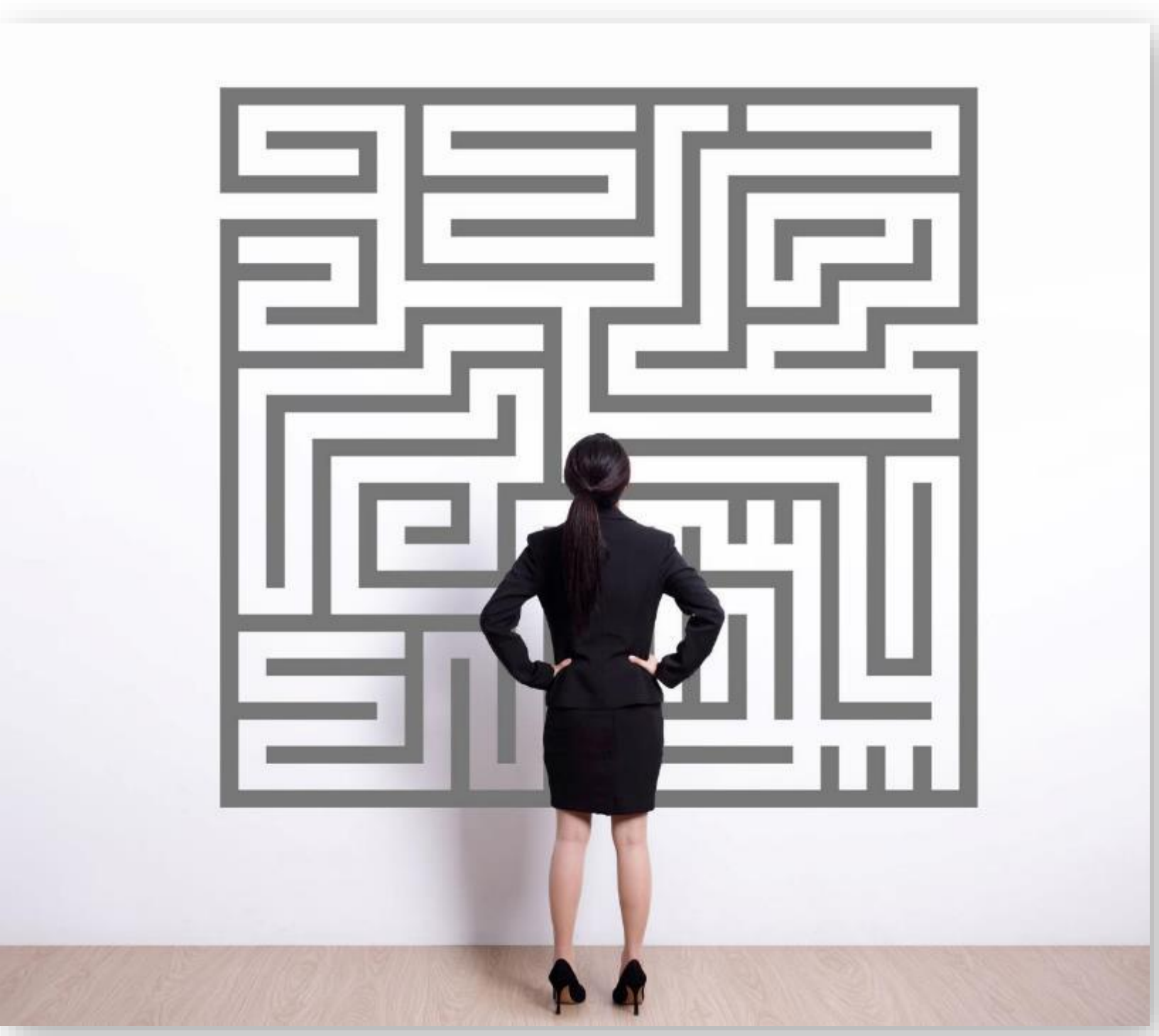
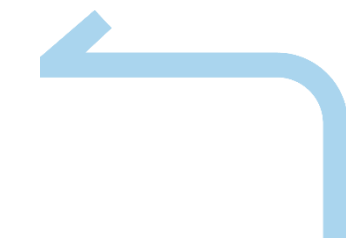
- ATMs won't dispense cash
- Online purchasing is not possible
- Stock markets react impacting portfolios, pensions, and more



### If Healthcare systems fail

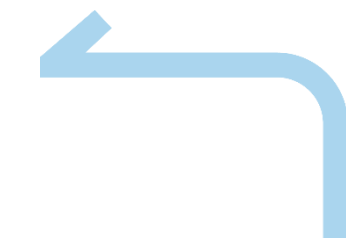
- People miss appointments and operations
- Patient are put at risk
- People die





**Ensuring the High Availability of systems is complicated**





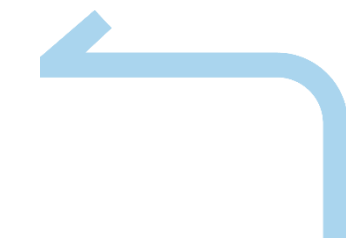
# Some OS Vendors Offer HA

 SUSE  Red Hat

 Microsoft







# But HA offered by Linux vendors is....



**Complex &  
manual**

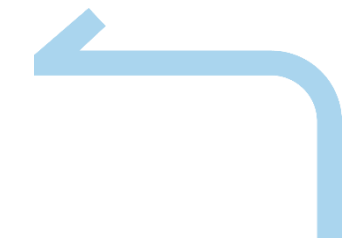


**Notoriously  
unreliable & unstable**



**Costly & time  
consuming to keep  
up with changes**





# And Windows HA...

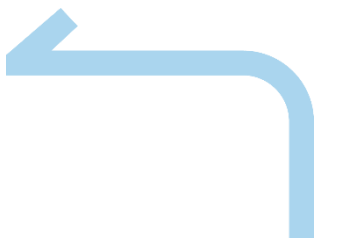


**May require costly application upgrades**



**May limit disaster recovery protection**

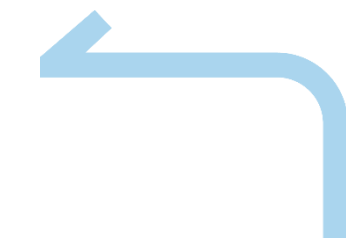




# Clouds Offer HA SLAs



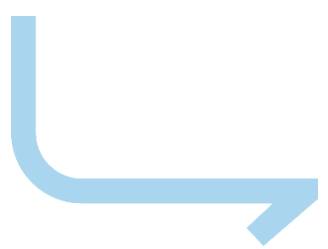
# But Cloud SLAs

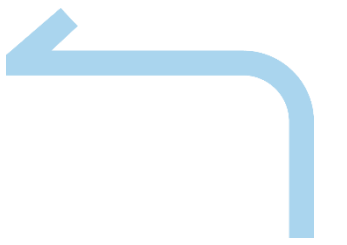


**Don't protect  
against software  
failures**



**Don't enable DR  
protection across  
cloud availability  
zones and regions**



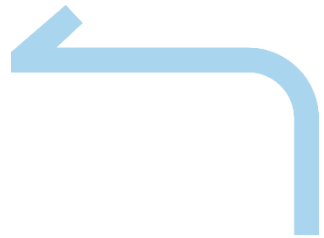


# Applications Add More Complexity

Essential applications - SAP, HANA, Oracle and SQL Server to run their operations.



# Every Application is Different

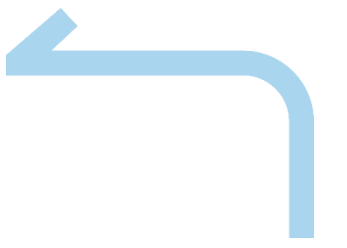


Specific configurations, boot orders, and settings that need to be applied for them to operate successfully



Require HA expertise to ensure reliable protection





# High Availability Presents a Dilemma



**We need to ensure high availability**

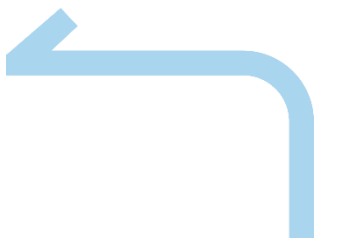


**But the environments we want to protect are incredibly complex**



**And while the cloud seems like the perfect solution, it just adds even more complexity.**



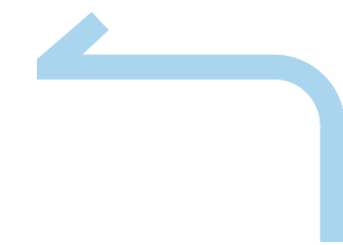


# SIOS Solutions





# SIOS Solutions



**Protect essential  
business  
applications  
& databases**

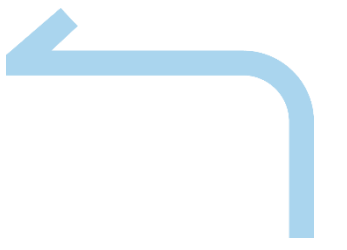


**Remove the  
complexity of High  
Availability and  
Disaster Recovery**



**Enable the power of  
the cloud without the  
risks**

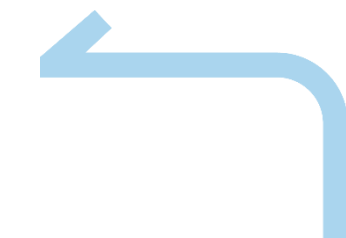




# The SIOS approach

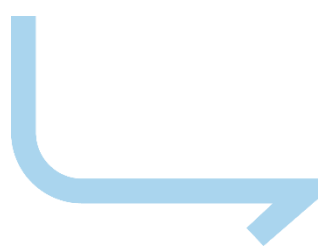
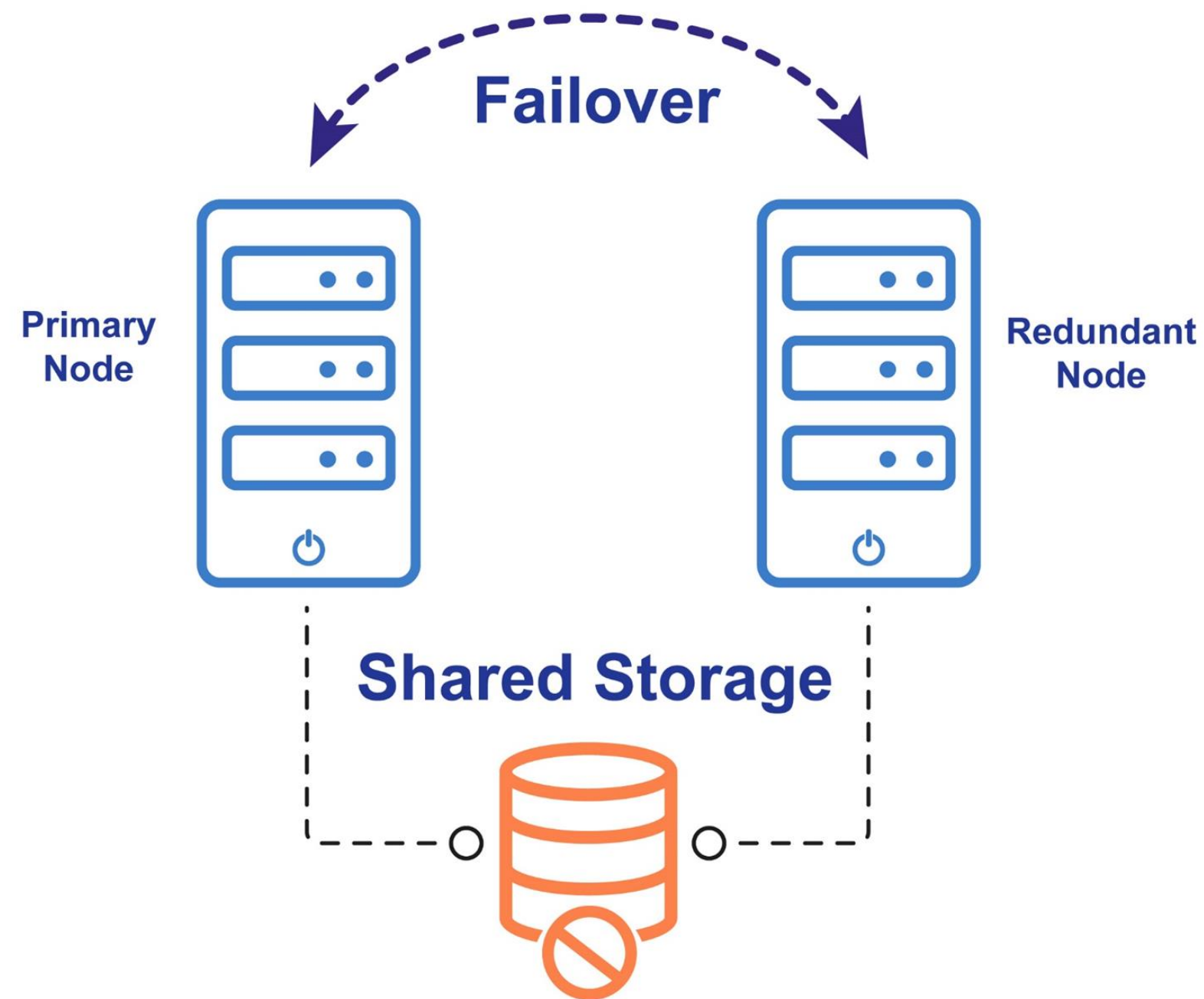
SIOS orchestrates the seamless transition of application operation to secondary or remote systems in the case of hardware failure, power loss, or other unforeseen circumstances.

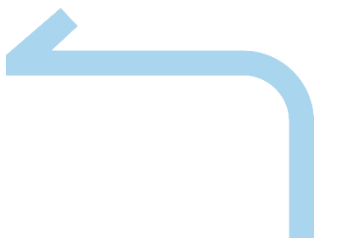




# Typical High Availability Clustering

- Redundant server nodes ready in case of failure
- Shared storage - for low RPO
- Generic failover process

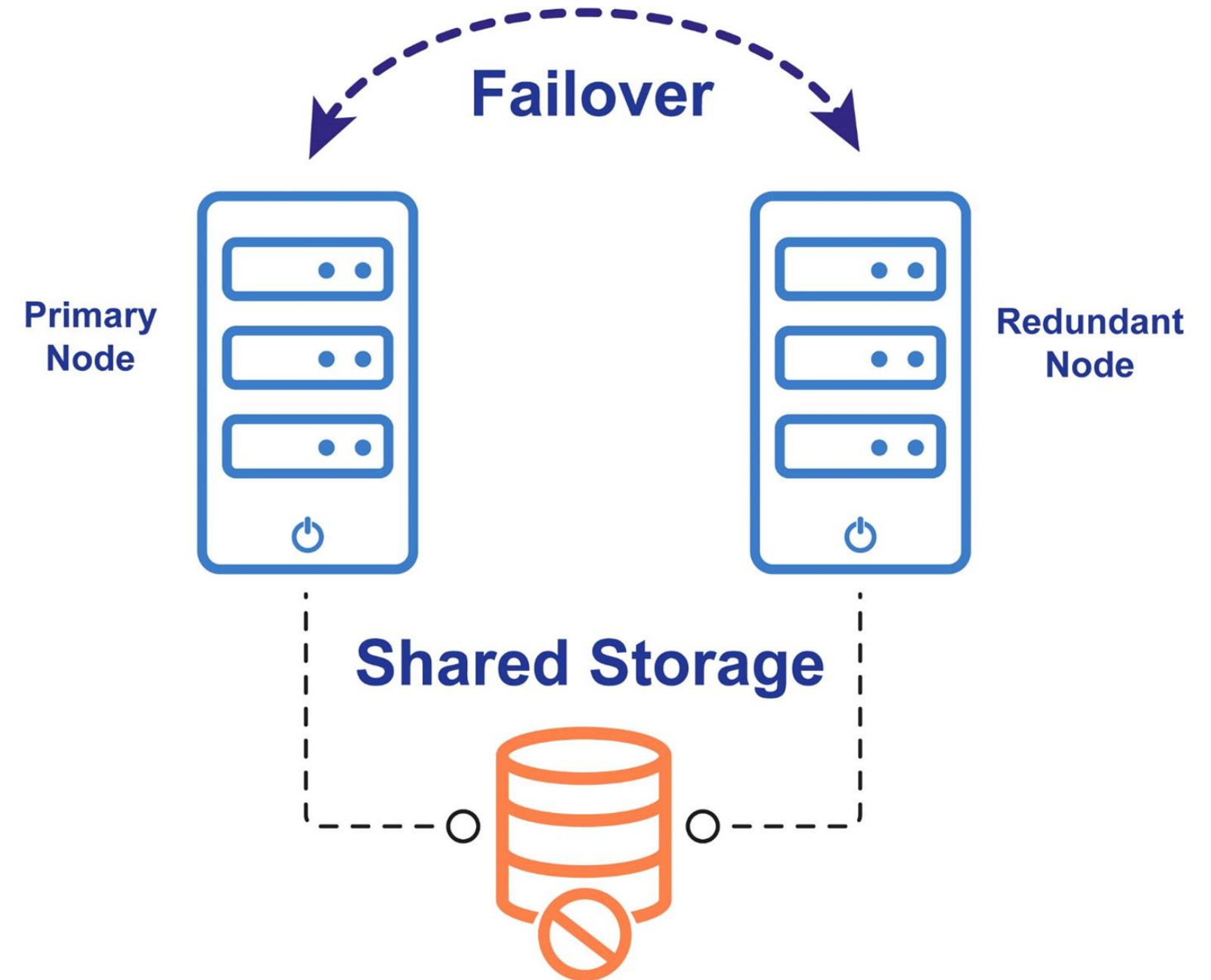




# Typical High Availability Clustering

- Has a single point of failure
- Not available in some clouds, costly and complex in others

And every application is different



# SIOS Simplifies Cluster Complexity

## Reliable

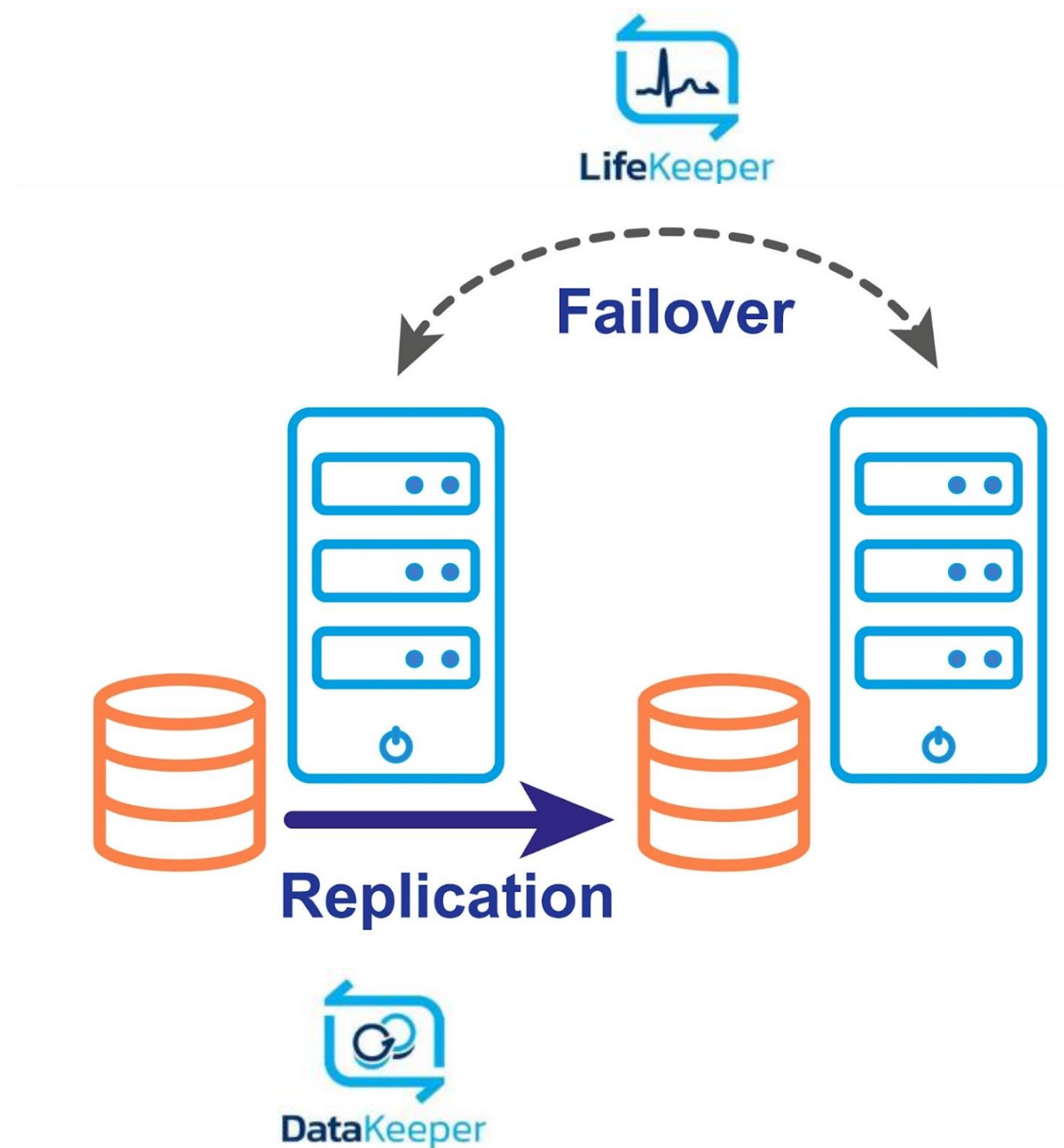
- Application-aware failover

## Flexible

- Synchronized local storage or traditional shared storage
- On premises, cloud, hybrid cloud

## Deep Expertise

- End-to-end guidance and support





### **DataKeeper Cluster Edition**

- Block-level data replication
- Clustering without shared storage
- Synchronous or asynchronous modes
- Works across cloud-regions and availability zones

# **Add Flexibility to Windows Server Failover Clustering**

- ✓ **Delivers advanced cluster protection for 70% less cost**
  - Eliminates costly upgrades to SQL Server or Oracle
  - Enterprise Edition just for HA
- ✓ **Widest support for SQL Server versions**
- ✓ **Enables WSFC in Cloud without Complex Shared Storage**

# Simplifying Linux Clustering

- **Out of the box stability and tuning**
- Installs in less than 1 hour - 5x faster than SUSE HAE
- **Reduces maintenance and failover testing by up to 3 days**
  - per cluster
  - per year



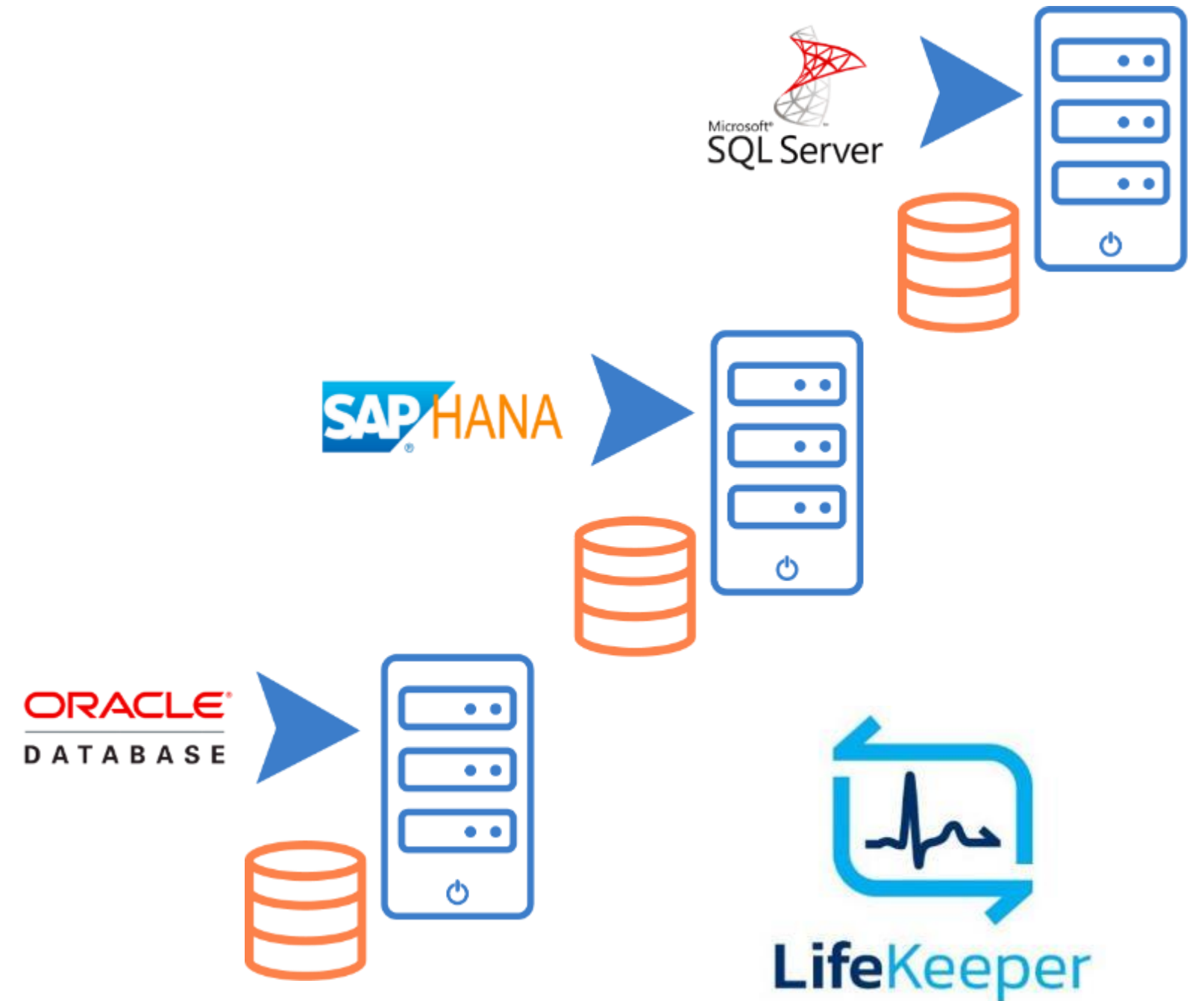
## LifeKeeper

- High-availability failover clustering
- Single - or multi-site configs
- Any backend storage
- Automatic or push-button failover

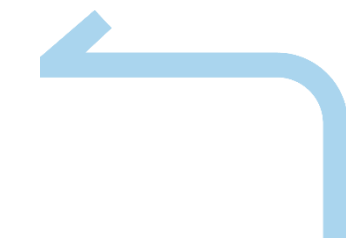
# Unparalleled Reliability

## SIOS LifeKeeper Clustering Software Includes Application-specific Recovery Kits (ARKs)

- Wizard-driven configuration for **5X faster deployment** than open source clusters
- Input validation for **configuration accuracy**
- Application-awareness ensures application best practices are maintained for **reliable HA**







# Unique Application Recovery Kits



## Services

- Apache
- Samba
- NFS
- LVM
- SW Raid (md)

## Applications

- SAP
- WebSphere MQ
- Any Custom App

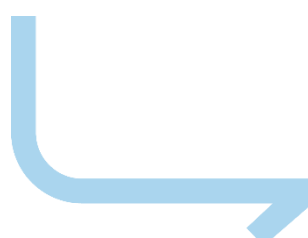


## Databases

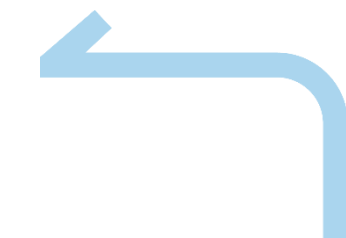
- Oracle
- MySQL
- PostgreSQL
- DB2
- SAP
- Skybase
- MaxDB

## Storage

- Data Replication
- Hitachi HDLM
- EMC PowerPath
- DMMP
- NAS
- IBM SDD



# SIOS Protection Suite



DataKeeper

## DataKeeper

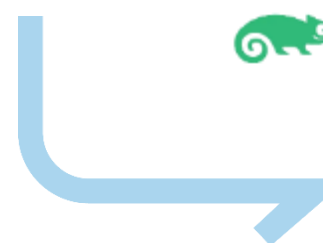
- Block-level data replication
- Clustering without shared storage
- Synchronous or asynchronous modes
- Works across cloud-regions & availability zones

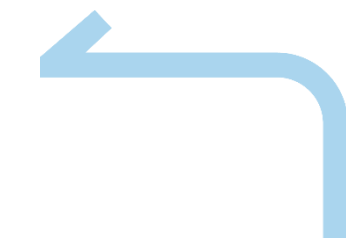


LifeKeeper

## LifeKeeper

- High-availability failover clustering
- Single- or multi-site configurations
- Any backend storage
- Automatic or push-button failover





**Application Recovery Kits**  
provide predefined configuration  
for rapid deployment and complete protection



## DataKeeper

- Block-level data replication
- Clustering without shared storage
- Synchronous or asynchronous modes
- Works across cloud-regions & availability zones



## LifeKeeper

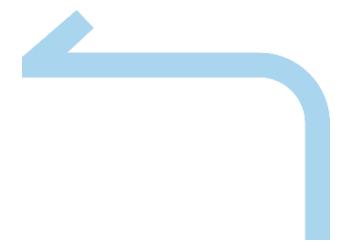
- High-availability failover clustering
- Single- or multi-site configurations
- Any backend storage
- Automatic or push-button failover





# Single Solution

SIOS provides a consistent and complete clustering and failover solution to enable **high availability and disaster protection** for **Essential Applications and Databases across on-premises, cloud, and hybrid environments**



# SIOS Use Cases



Financial Services



Call Center & Emergency CADD



Healthcare



Manufacturing

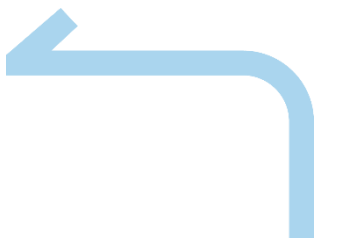


Building Management & Security



Retail





Manufacturing

## The Environment

- Moving all Windows systems to server 2019
- Expanding SAP infrastructure with SAP HANA

## The Challenge

- Required cost-effective SAP-Certified HA solution
- Ensure High Availability Solution in Azure is as robust as their on-premises infrastructure

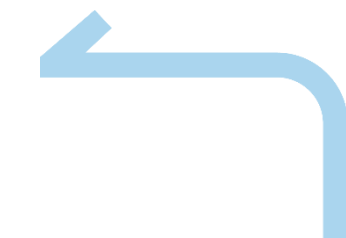
## The Solution

- SIOS DataKeeper Cluster Edition software to WSFC to build 2-node failover clusters Azure

## The Results

- Fast, Efficient Implementation
- SAP Azure environment needed to expand by an additional 25 Clusters / 50 SIOS DKCE licenses
- Robust, SAP-Certified High Availability Protection





Manufacturing

## The Environment

- 50 complex SAP workloads, over 200 Servers
- Had on-premises SAP Linux
- Migrating to SAP ERP SUSE SLES Linux on AWS

## The Challenge

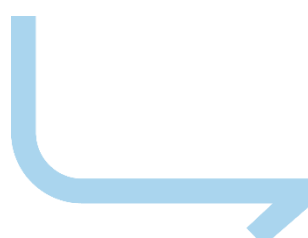
- Required cost-effective SAP-Certified HA solution
- Ensure HA in AWS is as robust as on-premises infrastructure
- Short timeframe for migration

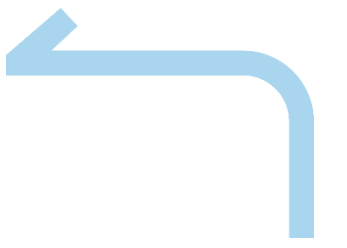
## The Solution

- SIOS Protection Suite in AWS on SAP Linux Enterprise

## The Results

- Fast, Efficient Implementation
- Significant overall cost reduction
- Configuration Wizards met short timeframe requirement
- Robust, SAP-Certified High Availability Protection





Manufacturing

## The Environment

- 30+ SAP Systems
- End of support hardware environment
- On-premise SAP on AIX + Oracle
- Migrating to Red Hat Enterprise Linux (RHEL)
- Adaptive Server Enterprise (ASE) on AWS

## The Challenge

- SAP-Certified HA solution required
- Ensure HA in AWS is as robust as on-premises infrastructure

## The Solution

- SIOS DataKeeper for SANless Clusters in AWS on Red Hat Linux Enterprise

## The Results

- Fast, Efficient Implementation using configuration Wizards
- Robust, SAP-Certified High Availability Protection







# Enabling the World's Largest SAP Deployment in Azure



## The Environment

- Largest SAP deployments in Azure worldwide
- 32+ nodes running large MS SQL server databases

## The Challenge

- Bit Level replication to DR site flooding bandwidth and reducing reliability
- Needed reliable, efficient High Availability solution for Improved (RPO/RTO)
- Existing replication software had minimal features for bandwidth throttling etc.

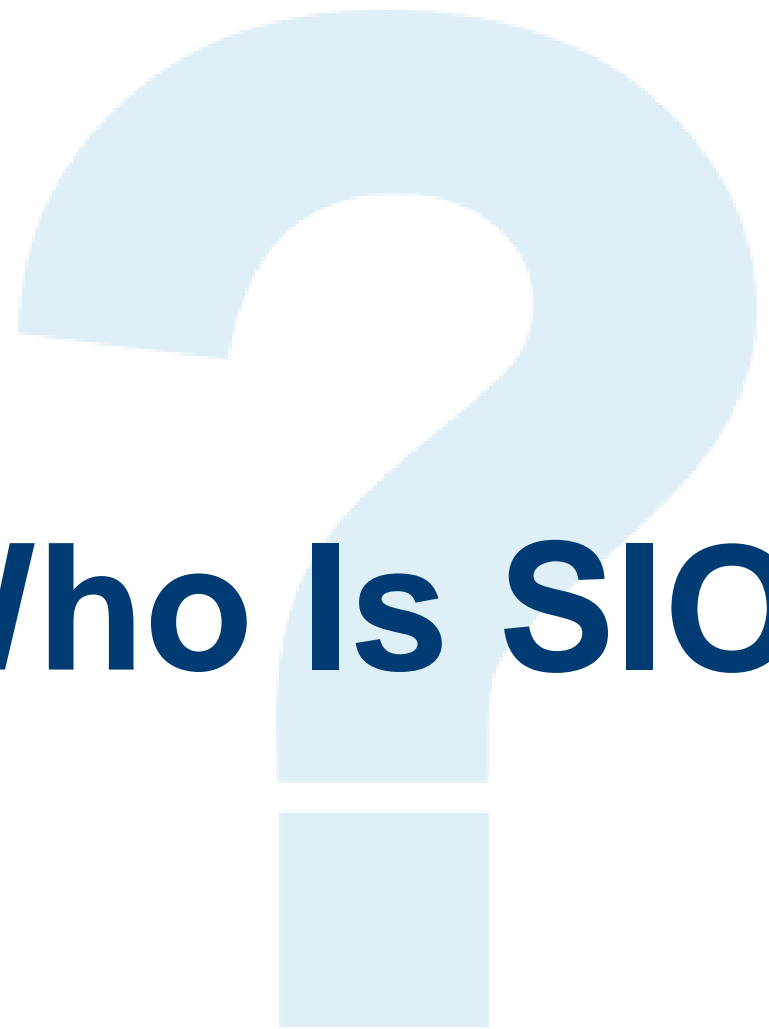
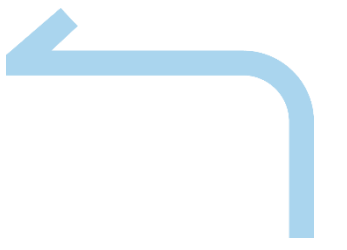
## The Solution

- SIOS DataKeeper enabled the use of MS Windows Failover Clustering without a SAN

## The Results

- Delivered HA and DR protection of critical SAP Central Services servers across MS Azure Fault Domains





# Who Is SIOS?





# SIOS Technology Corp.

- Founded in 1999
- Headquarters in San Mateo, CA
- Offices in
  - Across US
  - United Kingdom
  - Germany
  - Singapore
  - Japan
- 2021 Cloud Computing Product of the Year



# Leading Experts in High Availability and Disaster Recovery

- 20+ Years focused on HA/DR
- 80,000+ licenses installed globally
- Microsoft Partner Since 2007
  - Microsoft Azure Certified
  - Offerings in Azure Marketplace
- AWS Partner Since 2014
  - ISV-Accelerate
  - Strategic AWS Microsoft Workload Competency Partner
  - Offerings in AWS Marketplace
- SAP-Certified
  - SIOS Protection Suite for NetWeaver HA and S4/HANA HA



**SAP® Certified**  
Integration with SAP NetWeaver®

**SAP® Certified**  
Integration with SAP S/4HANA®

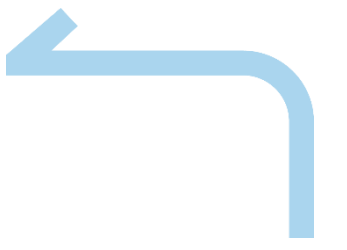




# Award-winning Customer Service and Support

- 2022 Gold Stevie® Award - Customer Service Team of the Year
- 2022 Cloud Computing Excellence in Customer Service Award
- 2021 Silver Stevie® International Business Award - Customer Service Department of the Year
- Support and R&D Engineers in Columbia, SC
- Average 7 Years HA Support with SIOS
- Cloud Certification, Stringent, Ongoing Training
- 24/7/365 Emergency Coverage Worldwide



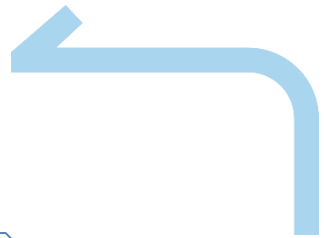


# Expert Professional Services

- Services Packages to Meet Your Needs
- Configuration and Setup Assistance
- HA Health Checks and Best Practices
- Run Book Development and Management
- Custom Programs
- Trained, Certified HA/DR Specialists



# End-to-End Expert Support



## Professional Services Team

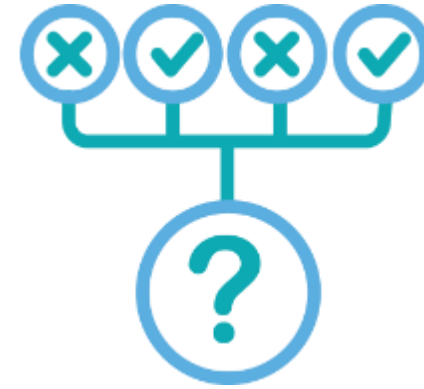
- POC Planning
- POC Setup and Testing
- Custom Services
- Installation Services
- Health Checks
- Training
  - Installation,
  - Troubleshooting
- Custom Services



Choose the right product



POC and Test



Configure and Go Live



and Maintain Reliable Protection

## Customer Success Team

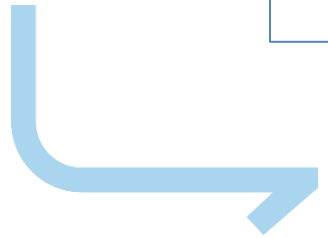
Product Recommendations

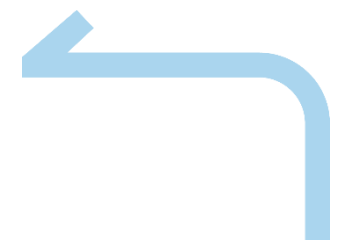
Sample Test Plans, Imp. Guides

High Level Q&A, Go Life Checklist

## Support Team

Technical Support (TSA)





# SIOS Use Cases



Financial Services



Call Center & Emergency CADD



Healthcare



Manufacturing



Building Management & Security



Retail



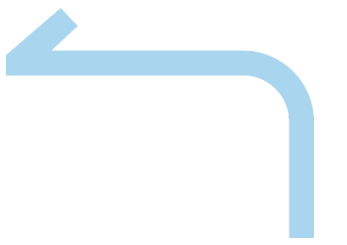




To learn more visit  
**[us.SIOS.com](https://us.sios.com)**



# Microsoft Partnership

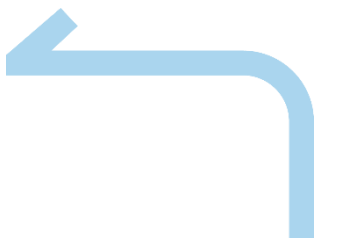


- **Strategic Partnership since 2007**
  - Silver Application Development
- **Marketplace, AMI for Windows**
  - Bring Your Own License and Pay-as-You-Go
  - [Azure Stack Market Place \(BYOL\) Windows](#)
  - Certified across multiple applications and OS
    - SAP, Oracle, SQL, Windows, Linux, etc.
- **100+ Joint Customers Marquee Accounts**
  - Rio Tinto, Mosaic, National Life Group, Atento, John Hancock Insurance, Mars, Arthex, Acco Brands, Zespri. (edited)





# Azure Partnership



- **AWS Partner Since 2014**
- **Differentiated Software Partner**
  - Strategic AWS Microsoft Workload Competency Partner
  - ISV-Accelerate
- **Quickstarts and Offerings in AWS Marketplace**
- **Hundreds of Joint Customers**
  - NFL, Delmonte, Bose, Dept. of Justice, ESPN, Thermo-Fisher

