



Water Laboratory Aqualab Zuid

IBM Tivoli Storage Manager V7.1 Entry edition is perfect fit for storage management of 1,7 million water analyses per year .

With a large number of water analyses performed each day and an increasing amount of data generated by these analyses, Aqualab Zuid was looking for a storage management system that would provide reliable data storage , fast response times and would meet their budget. In search of the best solution for their IT environment they partnered with IBM Business Partner Aprycus and selected IBM Tivoli Storage Manager (TSM) V7.1 Entry as the perfect fit. By introducing TSM V7.1 Entry edition, IBM makes enterprise level storage management affordable for Small and Medium Businesses.

Aqualab Zuid

Aqualab Zuid is an accredited water laboratory that is located in one of the largest, most valuable, natural areas of The Netherlands, called the Biesbosch. In the midst of a green maze of rivers, islands and creeks, Aqualab Zuid checks the drinking water quality for Dutch provinces Zeeland, Brabant, Limburg and Zuid-Holland. “We measure the quality of water in the field of chemistry and biology. We also do sampling. We do this specifically in the field of drinking water production. Aqualab Zuid is a laboratory and at the same time, a company that works in service of society. For matters of water quality, we are an attractive partner for other industries as well. ”, says Bernd Kroon, CEO of Aqualab Zuid B.V.

1,7 million analyses

“Aqualab Zuid performs 1,7 million analyses each year. That's quite a lot on a daily basis. All these activities have to be well-structured and well-planned to ensure optimal performance”, Kroon explains, “As soon as questions come in, they are translated into corresponding analyses and scheduled into a management system, along with their dates of entry and relevant specifications. The analysis data is combined with data from various sources , such as satellite images, weather conditions and air quality, for optimal interpretation and qualification. This requires complex information processing and a storage management solution that can store the data efficiently, fast and reliably.” Kroon: “ We must be able to access this data fast, at any time and anywhere . As we move into the future, we are expected by society to solve increasingly complex queries. Therefore, our storage management solution needs to be ready for the future.”

Storage Management

Until recently, these modern complex information processing systems and storage solutions were solely available to large corporations and industries. Kroon: “We were looking for a partner who could introduce us to a solution that would be within reach of our company and budget, and a partner with enough expertise and experience to support it. When Aprycus introduced us to a possible solution by IBM , we immediately saw the added value in a



partnership with both companies.” Aqualab Zuid's Team Leader IT, Arno van Vugt: “All our business processes have been put into the Laboratory Information & Management System: LIMS. This covers all processes from sampling through to invoicing and everything in between. More and more of our analysis equipment is connected to our business systems. And these systems generate an increasing amount of data. These days, it is tens or hundreds of MB's per sample. This data must all be stored in our IT environment. Together with Aprycus we examined what type of storage management solution would be most beneficial to our organization, not only for backup and restore , but also for long term retention of data. IBM's Tivoli Storage Manager (TSM) V7.1 Entry proved to be a perfect fit for us.”

First TSM v7.1 Entry customer in The Netherlands

Aqualab Zuid is the first customer in The Netherlands to use the Entry edition of Tivoli Storage Manager V7.1. This edition has specifically been introduced by IBM to meet the needs of Small and Medium Businesses and is aimed at organizations that have 30 to 50 server systems and typically 200-300 TB of data. Licensing is attractive, for example, no matter the amount of Vmware environments on the server, the TSM V7.1 Entry licensing is based on the server itself.

Total Cost of Ownership

All systems at Aqualab Zuid, every Operating System, all applications and application data, are backed up by TSM V7.1 Entry . Only a limited amount of services were needed by Aqualab Zuid for implementation and support, which benefits Total Cost of Ownership (TCO) .

Partnership

Bernd Kroon:”IBM is attractive to us as a partner because of their vast business experience, high scale systems development and their worldwide expertise in supporting critical business processes.”

IBM Business Partner Aprycus and Aqualab Zuid share a partnership for several years now. Kroon concludes “In all these years, Aprycus has always given us the answers that we are looking for in a timely fashion. Their advice is honest and fair and they think ahead, with us, about developments we envision for the future. It was their advice to look into TSM V7.1 Entry as a suitable storage management solution that would fit our budget, and, thanks to Aprycus, that is now in place.”

<p>Do you want to know more? Aprycus bv Brink 7 5236 AR s'-Hertogenbosch The Netherlands Tel : +31 (0)73 850 95 85 Email: info@aprycus.com Web: www.aprycus.com</p>	<p>Aprycus is:</p> <ul style="list-style-type: none"> • Premier IBM Business Partner • Authorized IBM reseller of POWER servers, High End Storage and PureFlex • IBM System Storage Specialty Partner • IBM Gold Partner for Software: Tivoli Storage Manager • IBM Certified Instructor Provider • Netapp/LSI OEM Partner
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