

# PROACT

## Case study

“Business impact with secure data storage in a private cloud”

## PROACT takes charge of secure and convenient data management for Fokker Aerostructures

**The client:** Fokker Aerostructures is a specialist in the design, development and production of lightweight aerostructures and a pioneer in the application of new materials such as Glare® and thermoplastic composites for the aerospace industry. The business designs and produces complete tailpieces and moving wing parts for commercial and military aeroplanes on behalf of clients such as Boeing, Airbus and Lockheed Martin. With the aim of contributing to the technological development of new materials which offer economic and technological advantages in terms of costs and weight, Fokker Aerostructures forms innovative working networks with its clients, suppliers and research institutes and its own specialised professionals at many branches including in the Netherlands, Romania, the USA and most recently Mexico. Fokker Aerostructures is a division of Fokker Technologies Holding B.V.

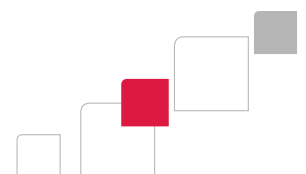


### The challenge:

To store unstructured data at its branches Fokker Aerostructures used to use various DAS, NAS and SAN solutions, backed-up by tapes. Given the growth of data within the organisation, in 2005 the company decided to search for another solution, which took the form of various new storage systems. “When we began to implement this solution the expectation was that the quantity of data

would grow by about 50 to 60 per cent a year,” explains Hans Kuiper, Chair IT Council at Fokker Aerostructures, “But it rapidly turned out to be between 100 and 120 per cent! This rapid growth led us to the conclusion that we not only needed to replace the solution, but we also had to choose a storage concept that could cope with this development in the future as well.”

So as to make an intelligent choice, Fokker Aerostructures decided to scrutinise its existing storage environment. “It consisted of a large number of different file servers, with the data distributed across various places within our infrastructure,” says Henk Smit, Director Information Management at Fokker Aerostructures. “This meant supervision was inadequate. So we wanted to move





Henk Smit

to a central solution that would give us clarity about data management throughout the entire organisation.”

In 2006 Fokker Aerostructures started its selection process by comparing different storage solutions. Key requirements for the solution were its reliability and robustness, but above all flexibility; for an organisation where innovation plays an important part, a rapidly scalable storage environment is crucial. “Developments within the aviation industry take place at a frantic pace,” explains Hans Kuiper. “This ensures that our lightweight aerostructures (aircraft parts) are continually innovative and the supporting data within Fokker Aerostructures can continue to grow rapidly. Besides a flexible storage environment, we constantly need new technologies to facilitate this data growth.

It's impossible to have the knowledge necessary for this in-house, so a specialised supplier is needed. Therefore we were not just looking for a reliable and flexible solution, but above all for a supplier who can routinely provide us with expert advice and support.”

### The solution:

During the selection process one of the solutions stood out for Fokker Aerostructures – PROACT. “They presented an innovative private cloud solution in hybrid form based on NetApp equipment, which can be introduced gradually,” says Henk Smit. “Using this mix of on-site DIY and outsourcing, it was possible to renew and centralise our storage environment with a hybrid form, without disturbing our business processes.”

Working together with Fokker Aerostructures PROACT developed a three tier architecture, enabling unstructured data to be stored more efficiently and adaptations made more easily. The private cloud solution finally constructed consisted of the supply and implementation of a storage solution at Fokker Aerostructures' Papendrecht and Hoogeveen sites, in combination with centralised back-up and replication. As a third copy all data is 'mirrored' at PROACT's data centre.

## SPOTLIGHT

### Industry:

Aviation industry

### Location:

Papendrecht, Hoogeveen

### The challenge:

An efficient, scalable and secure solution that takes over management and disaster recovery of data and is always up-to-date.

### The solution:

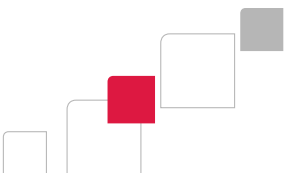
Innovative private cloud solution in hybrid form, mix of on-site DIY and outsourcing, which can be introduced gradually and without disruption for the business and the current IT infrastructure. At the same time the highest levels of scalability, availability and performance are guaranteed in SLAs.

### The services:

- Remote Management as a Service (RMaaS)
- Data Recovery as a Service (DRaaS)
- Storage as a Service (STaaS)

### Advantages for the company:

- From investment budgets to simple billing by use.
- Focus on core business: PROACT keeps up with developments in the area of storage and takes care of 'technology refresh'.
- Handling of data management, data restoration and storage with Proact's Managed Cloud Services.
- High availability of data ensured by SLAs which guarantee business processes.
- Gradual growth at a pace set by Fokker Aerostructures, within the portfolio of Proact's Managed Cloud Services.



For daily management of the solution Fokker Aerostructures uses PROACT's Managed Cloud Service RMaaS (Remote Management as a Service). This allows a close check to be kept on the systems and the necessary changes and adaptations to be handled proactively. "This keeps us constantly up-to-date," says Smit. Over subsequent years Fokker Aerostructures' portfolio has grown from PROACT's Managed Cloud Services to services such as DRaaS (Data Recovery as a Service) and finally STaaS (Storage as a Service). "We have grown from an organisation that managed data storage itself to buying in a storage service. Based on our Service Level Agreement (SLA) PROACT determines what is needed at any one particular time to have our data securely and reliably available. This means we always have our finger on the pulse, without



being caught up in management tasks ourselves," continues Smit. Using the InControl webportal, based on software for online proactive SLA monitoring developed by PROACT, Fokker Aerostructures can monitor the quality of service provision live. The total private cloud solution is billed on a usage basis.

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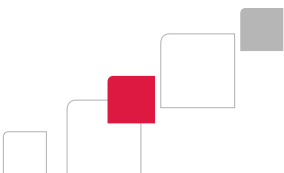
Hans Kuiper, Chair IT Council  
at Fokker Aerostructures

### The advantages for the company:

The new storage concept has been a significant change in the way in which Fokker Aerostructures manages its data. "It's all a bit less complex," says Smit. "Manageability has increased and we are far more flexible when implementing changes. This is not just important for our IT infrastructure; naturally in the end it supports our business processes. This storage solution has made us far more able to support changes within our business processes. So the entire supply chain is guaranteed."

Although manageability and flexibility are essential for the company, Hans Kuiper sees another, possibly even more important, effect of the new storage environment. "The all-important advantage for the organisation is of course that all users can access the right information at any time. PROACT provides a stable environment and in the event of emergencies ensures that lost data is rapidly restored. I am extremely pleased about this, I really have the feeling that we don't have to worry about the storage of our unstructured data."

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“They presented an innovative private cloud solution in hybrid form based on NetApp equipment.”

Henk Smit, Director  
Information Management

But this goes further than making data available and restoring it. Having chosen a straightforward architecture it is clear who is responsible for the management of data, so the entire organisation can work according to one storage concept, regardless of location. “We are expanding this concept to our foreign branches in Romania and Mexico,” says Hans Kuiper. “By using the private cloud we are guaranteed good data security here too. This makes things easier not just for us in the Netherlands, but also in our foreign branches.”

According to Hans Kuiper this management is typical of the cooperation with PROACT. This is why he believes that the management of Fokker Aerostructures’ data will be in good hands at PROACT for a long time to come. “PROACT ensures that we can use new possibilities in the area of storage without ourselves having to continually intervene in the technology. We are now seeing the results of this and I have every confidence that this will be the case in the future too.”

PROACT is a specialist in storage, archiving and securing large volumes of mission-critical information. As an independent integrator, PROACT provides systems, support and consulting services within its focus area of data storage and archiving.

The PROACT Group has more than 600 employees and conducts business in Belgium, Czech Republic, Denmark, Estonia, Finland, Great Britain, Latvia, Lithuania, The Netherlands, Norway, Slovakia, Spain and Sweden. PROACT was founded in 1994 and its parent company, PROACT IT Group AB (publ) has been listed on Nasdaq OMX Stockholm since 1999 under the symbol PACT.

More information over PROACT [www.proact.eu](http://www.proact.eu)

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mission-critical  
information

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