

SUCCESS STORY

With CHARON-VAX, Trend Windows saves millions and increases capacity by 30%



The Challenge

All of Trend Windows & Doors' critical operating systems, including product design, manufacturing, and sales, relied on an aging VAX 7840 VMS server released in the mid-1970s. It had reached capacity, and since the cost of rewriting all the company's operational systems would have run into millions of dollars, Trend was considering the purchase of a second, aging VAX system in order to increase capacity. While this would have been a less costly solution, and would have allowed them to retain their software applications, they were worried that the second system might experience teething problems or fail to deliver the desired improvement in processing capacity. This could potentially impact the company's manufacturing operations and sales. There was also concern about the extra space that an additional VAX system would take up at Trend's headquarters in Sydney, and the associated costs. Trend also needed to invest in a more modern storage solution, which would not have been compatible with the old VAX system.

Trend's IT supplier, Oriel Technologies, approached UBS to evaluate CHARON-VAX as a virtual environment that would allow all current applications to run unchanged on a modern server, increase processing speeds, and provide capacity for future expansion. The challenge was to move Trend's applications to another platform without changing the underlying code, user interface, access to Rdb on Windows, and a number of LAT-connected devices used within the manufacturing process. Charon is the only virtualization solution that exactly replicates the existing VAX rather than imitate it on a different platform.

The Solution

HP agreed to lend Oriel Technologies their testing room for a month in order to assess the robustness of the Charon solution, which was installed on a new HP server. The exhaustive testing process allowed Trend to confidently go ahead with CHARON-VAX. As Trend's IT Manager Ray Schroder remarked, "The CHARON-VAX product proved to be all it claimed to be, and it has been working for us very, very well for more than three years now."



PARTNER PROFILE

United Business Solutions (UBS) is a privately owned Australian company focused on meeting the IT needs of companies and government bodies. UBS is Australia's foremost virtual VAX migration specialists and is accredited by Stromasys to supply the CHARON-VAX virtual system.

In addition to system migration, UBS also provides a full range of IT services, including access solutions, servers, storage, backup, recovery, archiving, security, intelligent detection systems, applications, networking, and operational management services. For more information, please visit:

www.ubsolutions.com.au



CUSTOMER PROFILE

Trend Windows & Doors Pty Ltd is Australia's largest privately owned manufacturer of wood and aluminum windows and doors, with factories in Sydney, Tamworth, and Newcastle in New South Wales, as well as in four other Australian states. The company produces a complete range of products under seven different brand names, including the advanced Quantum XP range of aluminum products, and soundproof and fire-resistant glazing for domestic and commercial applications. For more information, please visit:

www.trendwindows.com.au





Geoff Lang of UBS, who has facilitated more than 120 CHARON-VAX migrations in Australia, has never yet encountered any major problems during this process. The CHARON-VAX implementation was carried out by Oriel with support from UBS over a single weekend, with minimal downtime. Minor connectivity issues that arose due to the aging hardware were dealt with easily, and the project was completed on time and within budget, with minimal impact to the business and the end users. The migration to a new AMD-based HP Proliant DL385 server also made it easy to add storage and other modern functions that were incompatible with the old VAX hardware.

The Result

IT Manager Ray Schroder agrees that the migration of the Trend Windows legacy software to a new, high-speed replacement system was very successful. The outcome is a fully functioning OpenVMS application on a segmented network, which performs just like before. Trend Windows now use their Virtual VAX/VMS Server with their critical business application every day. The current CHARON-VAX system is expected to remain in place for another 10 years. If a performance boost is needed in the future, Charon can simply be upgraded, requiring only a few minutes of downtime. The system also streamlines the nightly backup operation, now accomplished in minutes instead of hours. As an added bonus, the transfer of the operating software from the aging VAX server to the new HP server also resulted in a major cost reduction, since the server is now located in Telstra's Sydney hosting facility rather than Trend's headquarters. This not only ensures greater operating security for Trend, but also frees up a significant amount of space and reduces the company's carbon footprint.

About Stromasys

Stromasys is the original and leading provider of enterprise-class cross-platform virtualization solutions, including PDP-11, Digital VAX and Alpha, HP 3000, and SPARC servers. The company extends the life cycle of business and mission-critical systems through virtualization, modernization, and system enhancement.

Founded in 1998 and headquartered in Geneva, Switzerland, and in Boston, Massachusetts, with sales offices as well as engineering, development, and research labs located around the world, Stromasys has implemented more than 5,000 cross-platform virtualization solutions for the world's leading companies in over 50 countries.

« *We could have spent three or four million dollars on a replacement system we did not want, because we knew the VAX software itself still very much fit our business, so the CHARON-VAX solution saved us millions, while enabling us to upgrade painlessly.* »

Ray Schroder,
IT manager,
Trend Windows

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