

► Challenge

To find a low-cost IP SAN environment that would improve the level of data protection while providing a scalable foundation platform to accommodate future IT growth.

► Solution

An iSCSI IP SAN infrastructure based on a SANRAD V-Switch 3000 platform

► Benefits

- iSCSI IP SAN much easier to manage and maintain than FC SAN
- Very high savings both in capital expenditures and in the on-going maintenance costs.
- Based on familiar IP infrastructure
- Centralized storage management & virtualization
- Compatible with wide range of storage arrays and server operating systems

“Compared to an iSCSI IP SAN solution, FC-SANs are very difficult to manage and maintain. The ubiquity of Ethernet networks combined with the management capabilities of the SANRAD solution allowed us to build a centralized storage environment with state of the art management capabilities and at an affordable price.”

Mr. Kanbara, Information Technology Director
NIPPON PAINT CORPORATION



Nippon Paint chooses SANRAD V-Switch 3000 Solution

IP SAN enhances server scalability and data availability

Nippon Paint Corporation, one of the leading suppliers of coatings for architectural, automotive and other industrial coatings, chose SANRAD V-Switch 3000 to provide a low cost IP SAN environment and improve the level of data protection, while providing an affordable, scalable foundation platform to accommodate future IT growth. The installation was accomplished in cooperation with Netmarks Inc., SANRAD's iPartner in Japan.

Nippon Paint (www.nipponpaint.co.jp) is the largest paint and coatings manufacturer in Asia with operations spreading from China and Japan to Singapore and Indonesia. The company is one the world's top five automotive coatings manufacturers. With 23 subsidiaries, five of which in the United States, Nippon Paint had an annual revenue of over \$1.6 billion in 2003.

Nippon Paint has been in a process to implement open platform UNIX based Client/Server system from legacy mainframe system. Nippon Paint was looking for a ways to implement a SAN environment, which would be easier to manage and track. After a thorough examination of various IP SAN solutions available in the market, Nippon Paint chose SANRAD V-Switch 3000 platform as the best solution in terms of performance, and management and installation flexibility.



Mr. Kanbara, Information Technology Executive Director at Nippon Paint, notes: "Widely used FC SAN environments are like "black-boxes" to us; Compared to an iSCSI IP SAN solution, FC-SANs are very difficult to manage and maintain. The ubiquity of Ethernet networks combined with the management capabilities of the SANRAD solution allowed us to build a centralized storage environment with state of the art management capabilities and at an affordable price. In the trade-off between risk and cost we have chosen to follow an IP SAN solution which introduces very high savings both in capital expenditure and in the on-going maintenance cost".

Ronnie Pri-Or, Vice President of International Sales business at SANRAD, states: "We are delighted to have Nippon Paint as our first end customer in Japan. Japanese enterprises are well known for their thorough examination of all the alternatives and being chosen by Nippon Paint gives us reassurance in regards to the superiority of the SANRAD solutions over other IP SAN solutions."

