Clear Technologies

VISION®
SOLUTIONS

"When customers come to us looking to buy new technology, we can use MIMIX as a value-add by offering it as a way to cutover to the new system easily and with little downtime."

- Neil Clark, Senior Consultant

Project Background

Clear Technologies' business is helping companies to derive as much value as possible from information technologies. There are many facets to that. Among them is making the migration to new hardware as easy, fast and seamless as possible. Another is helping customers to ensure that their data and applications are always available.

Business Challenges

Clear Technologies operates in a competitive environment. It competes against other vendors. But it also competes against the status quo. To complete a sale, Clear Technologies sometimes has to convince a prospective customer not just that the new technology is the best option, but that its benefits justify the cost of switching from the existing technology, including any associated downtime costs.

Clear Technologies cites its value proposition for customers as helping them to increase their organizational effectiveness through innovative products, services and solutions. However, the hardware and software it sells obviously can't provide value if it is down.

With that in mind, part of Clear Technologies' revenue is derived from helping customers to ensure that their data and applications will always be available, even in the event of system failures, disasters or normal planned maintenance.

To support this business model, Clear Technologies needs a business partner that can supply advanced high availability (HA), disaster recovery (DR) and migration solutions.

Company Profile

Company name:
Clear Technologies

Headquarters:
Addison, Texas, USA

Industry:
IT Solutions

Business environment:
- Founded: 1993
- Provides technology solutions to companies of all sizes
- Focuses on delivering cost-effective, flexible, robust solutions
- Privately held

Implementation team:
Clear Technologies

◈ Solution

Clear Technologies partners with Vision Solutions to offer customers powerful, reliable HA, DR and migration options, including the MIMIX family of solutions for IBM i.

Why is MIMIX Clear Technologies' solution of choice for IBM i environments? In the words of Neil Clark, Senior Consultant at Clear Technologies, "I've been working with MIMIX for 20 years. It's the best solution out there. I've tried some of the others, but they don't have all of the features and functions of MIMIX."

Clear Technologies relies on MIMIX Availability as its go-to-market offering when customers need rock-solid data and application availability. It replicates all user and system data from a production server to a backup in real-time. If the need arises, customers can failover to the backup server with no data loss and almost no downtime.

For example, Clear Technologies recently installed MIMIX Availability at two customers. Both are subsidiaries of the same company. Now, each subsidiary runs production in a partition on its IBM i-based server. Another partition functions as the backup server for the other company. As a result, both have real-time replicas of their production servers that they can failover to whenever necessary, without the need for additional hardware.

Clark cites the following four unique MIMIX Availability features as delivering significant value to customers. First, data protection reports specify not just what's being protected, but also what hasn't been included in the replication process. Priority audits efficiently ensure that the backup server is completely in sync with the production server. Continuous monitoring of the backup server ensures that no one is accidently or maliciously operating on that server. Lastly, email notifications alert administrators to conditions requiring attention.

Clark also thinks that the virtual switch facility can provide considerable benefits. It allows customers to test their backup environments without affecting production. This will give customers the confidence they need to do full switch tests. In the past, many of them struggled to find the time and resources to perform those tests.

MIMIX also provides value to both Clear Technologies and its customers by making it easy, fast and non-disruptive to adopt new technologies. When selling a new server, Clear Technologies can offer to use the MIMIX replication technology in MIMIX Move to migrate the customer's old server to a new one in the background. MIMIX will keep the servers synchronized until the customer is ready to cutover. The switch to the new server can then be performed with almost no downtime.

Vision Solutions' partner program enhances Clear Technologies' ability to grow its business. The program provides a dedicated sales representative, sales and support materials, technical support and a license that allows Clear Technologies to use MIMIX Availability in its lab for testing and customer demonstrations.

◈ Results

- Allows Clear Technologies to migrate customers quickly, easily and with minimal disruption
- Ensures that data and applications are always available
- Provides solutions that Clear Technologies can use to expand its business
- Provides marketing, services and technical support that addresses the needs of Clear Technologies and its customers

◈ Technologies

Software:
- MIMIX Availability
- IBM i

Hardware:
- IBM Power Systems Services

For more information: 1 (800) 957-4511   •   info@visionsolutions.com   •   visionsolutions.com