



*"Hatch thoroughly tested a number of other replication and failover products prior to installing Double-Take Availability. Ultimately, we chose Double-Take Availability because it's clearly best of breed technology, very scalable and supported locally by an excellent partner."*

Martin Honnellan, Network Services Coordinator, Hatch Australia and Asia

## Business Profile

Company Name:  
Hatch Australia

Headquarters:  
Mississauga, ON L5K 2R7 Canada

Industry:  
Engineering consultancy specializing  
in project and construction  
management

Employees:  
8,700

Business Environment:

- Projects under management are valued at more than \$35 billion
- Specializes in mining, metals and energy
- 65 offices worldwide
- Employee-owned
- Named one of the 50 Best Managed Private Companies in Canada by the Financial Post

Vision Solutions Product:  
Double-Take® Availability

Implementation Partner:  
Business Continuity Asia Pacific

## Critical issue

A large number of employees could not function if one of several key software applications failed. Losses were pegged at hundreds of thousands of dollars per day. Projects would be delayed and Hatch's clients would lose faith in the firm's ability to meet their commitments.

## Results

- Double-Take Availability is currently being used globally as a key component of their business continuity and disaster recovery topography.
- Their DR and HA infrastructure has been thoroughly tested and documented.
- Technicians who will play a key role in the recovery process have been trained and certified.

## Technologies

- Double-Take Availability
- Microsoft Windows
- MS SQL Server
- Microsoft Exchange Server
- Oracle
- Riverbed

## Business Challenge

In Australia, Hatch was faced with a couple serious challenges due to the nature of their business and reliance on technology. Management reckoned that large losses in productivity would occur if their vast and highly distributed work force could not access, or be directed by one of several business-critical software applications. Greater system resiliency and continuity thus was deemed a high priority.

Hatch's business critical applications requiring greater resiliency ran on several Windows-based systems running MS SQL Server, Microsoft Exchange Server, Oracle and various file and print servers.



## Solution

Double-Take Availability addressed Hatch's system resiliency objectives for all of these disparate technologies and is currently being used globally to underpin their business continuity and disaster recovery infrastructure.

Hatch demanded a solution that was extremely low in network overhead since many of their more remote sites have major bandwidth limitations. According to Martin Honnellan, Hatch's network services coordinator for Australia and Asia, "Double-Take Availability's bandwidth throttling and compression was very impressive." Subsequently they coupled this technology with Riverbed WAN accelerators to deliver service to areas where conventional infrastructure is very poor. "The results have been outstanding, says Honnellan."

Today, Hatch is ready for any situation that it's presented with. It's DR and HA infrastructure has been tested and documented and key technical support personnel have been Double-Take Availability certified by Vision's local business partner, Business Continuity Asia Pacific.

All in all, Honnellan gives Double-Take Availability high marks for satisfaction and rates it a "9 out of 10".



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◆ High Availability ◆ Disaster Recovery ◆ Systems and Data Management ◆

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