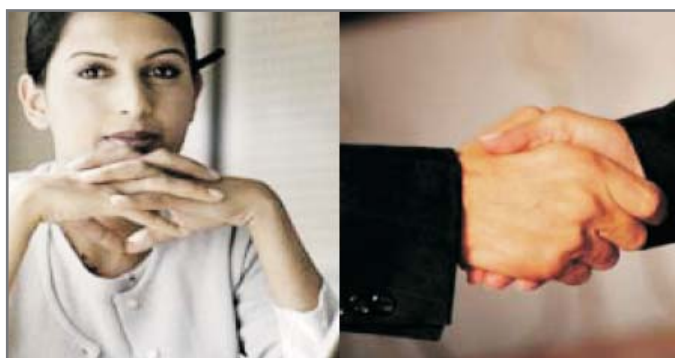


## EDS NEW ZEALAND



Imagine if your computing system was wiped out right now. How much critical material would you lose?

With \*noMAX from Maximum Availability, the loss is nil. Maximum Availability has developed patented software for the IBM iSeries enterprise server that backs up data and objects continuously – locally, remotely and in real time.



### THE BUSINESS NEED

#### **EDS uses the \*noMAX solution to provide a fully redundant disaster recovery environment.**

EDS New Zealand began working with the New Zealand software company in early 2003. Telecom New Zealand – one of the largest IBM iSeries users in the Southern Hemisphere – turned to EDS to provide a fully redundant disaster recovery environment for their ICMS billing servers. “The EDS implementation of Maximum Availability’s \*noMAX solution was a complete success and was achieved in a single weekend,” says EDS’s Asia Pacific South iSeries team manager Mal Rush.

Client satisfaction is key, and Telecom New Zealand is full of praise for \*noMAX and the ‘star quality’ of the company that developed it. They can’t afford any less; with over 1000 users on their billing system at any time, slip-ups could cost them money and customers. As far as they are concerned, \*noMAX has provided them with an outstanding ‘Data Recovery Capability’ with a fully 24/7 supported environment. \*noMAX allows Telecom to keep to copies of billing and customer data – synchronised in real time. Unlike tape backups, \*noMAX can replicate changes as they

### THE DECISION

“With \*noMAX, if we have a disaster with our production server we have a backup that is up to date to the very second. We can switch users to the second system and not suffer any data loss,” says Telecom’s Operations and Support Capability Manager Greg Taylor.

EDS have also updated the availability features of the ICMS application that enables a smooth switch-over between iSeries machines in the event of a disaster.

The success of the Telecom New Zealand Disaster Recovery project has led EDS to invite Maximum Availability to become a partner in their Global Partner Solutions Programme. Set-up last year, the GPS programme aims to help Kiwi companies market their products and services through the EDS corporation global network. “\*noMAX is already running live in over 70 organisations in 20 countries worldwide and all supported locally from

New Zealand. The EDS Partnership is a fantastic opportunity for us to jointly grow our customer base. Our sales process of a 1-hour WebEx demonstration and free 30-day trial ‘proof-of-concept’ makes value an easy sell for EDS to its clients,” says Maximum Availability Sales Director Simon O’Sullivan.

Research Firm IDC released a recent study showing that the worldwide market for software designed for such things as data replication grew to \$US1.78 billion in 2003. Data centres are investing heavily to secure, manage and protect their digital assets, they said.

“We’re delighted to have Maximum Availability as part of the EDS Global Partner Solutions programme. It provides a unique opportunity for both EDS and Maximum Availability to deliver peace of mind to our clients’ data security, and to showcase Kiwi innovation to the world.”

**John Christie**

Chief Operating Officer, EDS NZ