

**Data Access
Makes a Safe Call
with HP Storage**



The de-regulation of the Indian telecom market has seen the entry of private companies. Data Access (I) Ltd is one such company that has made its mark not just in India but is also rapidly expanding its operations abroad. Data Access is India's second largest ILD player and also offers retail and corporate internet solutions under the 'NOW' brand. Data Access is expecting a five-fold increase in revenues to Rs. 1,500 crores during the year 2003. The marketshare of Data Access in the Indian ILD market, is expected to be more than 40% during this year.



The Challenge

The rapid growth and expansion plans of Data Access means that the equipment it deploys has to be efficient, safe and highly reliable. After being awarded the license by the Government of India, Data Access was looking for the right infrastructure for its ILD Billing Application. The challenge before the company was to set up a network within the country and overseas and put in place a billing solution to enable proper billing of the company's services. The company had chosen Portal software for billing, which runs on Sun platform and Oracle database. This is an online application where data from all the billing points come to the billing infrastructure and billed using the software.



The Solution

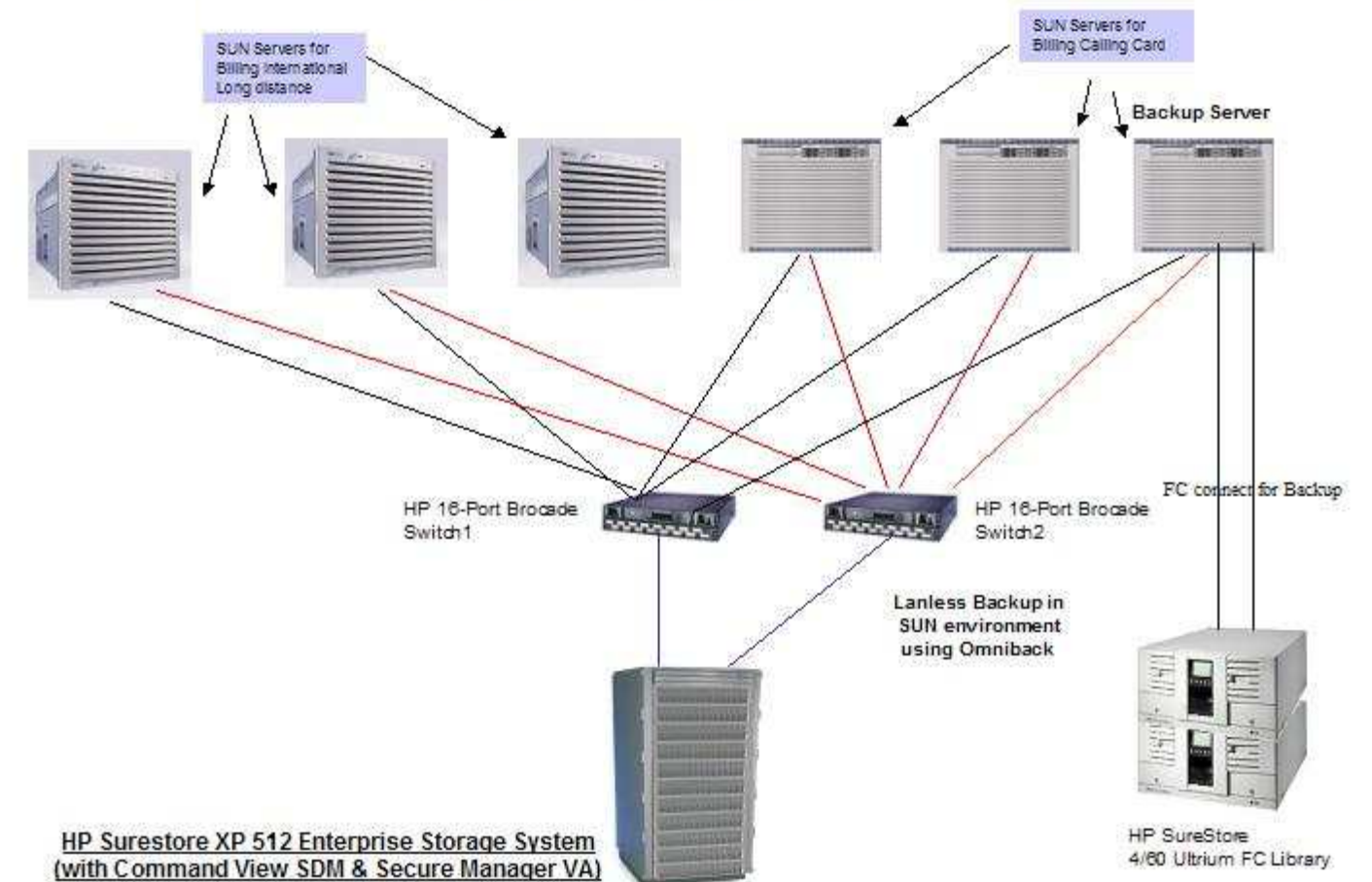
Data Access's business objectives demanded an online, platform for the billing application for its newly launched ILD services. Since this application was totally online and there was no scope of downtime, the best Storage Architecture was required to fulfill these requirements. Data Access decided to go in for a (Storage Area Network) SAN Architecture using HP's XP512 Mission Critical Disk Array - which offers No Single Point of Failure (NSPoF). Besides, the data needed to be protected using an automated and online backup solution, which was also provided by HP.



The company chose HP based on its high credibility and prominent name in the storage market space. Among the key factors that helped Data Access zero in on HP's solutions are the presence of a number of similar mission-critical installations in India and a very good direct support infrastructure. Says Mr. Vivek Jhamb, Chief Technology Officer (CTO), Data Access (I) Ltd. "We decided on HP because of its very tightly integrated storage solution which offers online storage, offline storage and backup software all from a trusted name." Besides, the XP512's unique features like Cross Bar Switched Architecture and the absence of any single point of failure scored over other storage solutions available in the market.

According to Mr. Rohit Vig, Storage Sales Specialist, HP India Pvt. Ltd., "HP Storage Team is proud to be associated with Data Access to help their Data Centre Managers to manage the critical billing information effectively and also to create a single point of contact for all their storage management and protection requirements."

SAN Solution for DataAccess



The Benefits

With HP's XP512 configured in a NSPoF SAN Solution and a robust Online Data Backup solution using HP SS 4/60 LTO based Tape Library and Omniback software, Data Access has achieved complete online billing and complete protection of its critical data and is able to offer prompt services to its customers. Online billing on a fail-proof infrastructure helps Data Access

to bill all transactions without any loss of data. Since billing information is very critical as it directly translates to revenue for Data Access, the company can now be sure and secure in the knowledge that all its data is in safe hands.

In the future, Data Access plans to scale up the investment in HP Storage, as the company's business volumes grow. Data Access also plans to set up a disaster recovery site some time this year.

