Iovate Health Sciences, Inc.

Acronis®

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>
> **Jeff Beith, Iovate Health Sciences Business Analyst**

Windows® Upgrade Leaves Mac® Users Behind

While predominantly a Windows® PC shop, Iovate's entire in-house marketing staff uses Macs®. These fifty employees rely on their Macs to design product labels, in-store displays, and a wide range of other creative promotional materials. Services for Macintosh (SFM) on Windows 2003 made it possible for Mac users to store and access Windows file and print servers on the company's network.

Over the years, despite SFM's performance limitations and inability to enforce file name policies, the Mac users made due with this approach. This all changed, however, when Iovate upgraded to Windows 2008. While the move to Windows 2008 afforded Iovate many benefits, this latest version of Windows server no longer includes the built-in SFM solution to support Mac file sharing.

Unfortunately, Iovate was well into their upgrade before they realized its impact on the Mac users. There was no going back to Windows 2003. The race was on to find a solution that would enable Macs to access their new Windows 2008-based servers and Storage Area Network (SAN) before their new equipment arrived.

Company Background

Iovate Health Sciences, Inc., is a successful consumer goods company based in Oakville, Canada. The company offers nutritional and sport supplements. It sells its products through retailers, health clubs, gyms, and health food stores around the world. Iovate employs a staff of over 270 people and operates two warehouses.

- **Vertical Industry:** Health Sciences
- **Challenge:** Mac/Windows Connectivity
- **Solution:** ExtremeZ-IP

The Solution: ExtremeZ-IP®

Jeff Beith, Iovate Business Analyst, explored a number of options. First, he considered a Mac Server which would give Mac users the ability to share files and printers amongst themselves. However, Jeff saw it would be hard to find IT staff with Mac experience. Given the small percentage of Mac users in the company, the added cost to manage and cross-train Windows administrators on how to manage a Mac server environment was difficult to justify. Jeff also wanted to centralize everything in one place and as such preferred to support all the company's users on clustered Windows shares.

Thursby's DAVE product was also considered. But Iovate's need to support both SMB and AFP in a Microsoft® Distributed File System (DFS) environment eliminated DAVE as an option. Iovate's search finally led them to ExtremeZ-IP from GroupLogic. After a brief evaluation, Iovate implemented ExtremeZ-IP on their Windows network. *"The move to ExtremeZ-IP was extremely easy,"* Beith remarked. *"We just set it and forget it – it just works! And whenever we have a question, GroupLogic's technical support is extremely responsive and knowledgeable – much more so than other product vendors we've worked with."*

*Acronis® acquired GroupLogic and is now using the Acronis mobility solutions branding

A Win-Win for Mac Users and IT

ExtremeZ-IP® has been a win-win for Iovate's Mac users and its IT administrators. The company's Mac users access files and printers on shared Windows servers as a seamless extension of their Mac environment. They also enjoy better performance and native Mac file name support.

For Iovate's IT staff, the process to set up and manage AFP and SMB shares is very clearly defined and intuitive. Happy Mac users mean less support calls for IT staff to resolve too. And despite the fact that Macs account for less than 20% of Iovate's end user population, they consume 60-70% of the company's SAN. With ExtremeZ-IP, IT has been able to easily create new folders on the shared servers which reduces storage allocation requirements as Windows PC and Mac users can collaborate like never before.

About Acronis®

Acronis® is leading the next wave of data availability, accessibility and protection solutions to simplify today's complex IT environments. Acronis technology enables organizations of all sizes to manage the always-on anywhere data access demands of users, reducing risk against the loss of valuable corporate data, and controlling management and storage costs. With proven technology for data migration and disaster recovery for physical, virtual and cloud environments, and secure enterprise file-sharing and synchronization regardless of type or platform, Acronis is enabling organizations to embrace new IT strategies and options such as BYOD and Mac in the enterprise. For additional information, please visit www.acronis.com. Follow Acronis on Twitter: http://twitter.com/acronis.

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