



VISCOSITY
NORTH AMERICA

Zeus modernizes E-Business stack on Oracle Database Appliance platform.

Modernized Application Footprint

Implemented Robust, High Availability and Disaster Recovery

Project Overview

Company: Zeus

Headquarters:

South Carolina

Industry:

Industrial Products

Technologies:

- Oracle E-Business
- Oracle RAC
- Oracle ODA
- Oracle Active Data Guard

Background

Zeus Industrial Products, Inc. (Zeus), is a polymer extrusion company that focuses on the medical industry, aerospace, automotive, fiber optics, energy, and fluid management industries. While the company's capabilities have grown, so has their IT footprint, which is why Zeus contacted Oracle Platinum Partner, Viscosity North America (Viscosity) at Open World 2017. The three key areas of concern for Zeus were license compliance, consolidation, and a robust High Availability (HA) and Disaster Recovery (DR) solution; as they looked forward to the next five years of growth. As an Oracle Platinum Partner, with expertise in VMware, and leaders in High Availability solutions and Engineered Systems, Zeus asked that Viscosity provide guidance as a trusted advisor from discovery to implementation.

Solution and Proposal

Zeus current solutions for HA and DR required third-party technology platforms and integrations. Viscosity proposed the ODA solution, because it enabled faster mean time to deploy as well as a fully integrated system. With two ODA X7-2-HA, one for production and one for DR, Zeus will easily meet their SLAs (RPO and RTO). The DR ODA fulfills a secondary requirement, which provides Zeus with the capability of testing patches, code, and offloading reporting; which minimizes impact to production.

Viscosity also introduced and sold an ODA X7-2S, which will be used primarily for Oracle Enterprise Manager, job scheduling, and orchestration of disaster recovery.

Throughout discovery, several key objections from Zeus arose, at the forefront being that the ODA solution would be a departure from their standard platform, which was a virtualized based configuration. Many of Zeus existing policies and procedures were based on a solution that could not easily be adapted to ODA; for example, backup, snapshots and failover.

To alleviate concerns, Viscosity performed a two-day workshop at no expense to the customer, to help mollify and ease these objections by providing clarity to their questions, demonstrations on the use of ODA, and conversations on how an engineered system would require less integration and reliance on third party solutions. Viscosity will also continue to be their trusted advisor after the sale, as they provide zero-downtime, migration services and a comprehensive assessment for best practices moving forward.

Whether you're consolidating onto Oracle Exadata, RAC, VMWare or Oracle VM, when you lean on Viscosity, you're partnering with genuine experts and acclaimed authors of industry best practices. Contact us at sales@viscosityna.com. Follow us [@ViscosityNA](#), on [LinkedIn](#), or at www.viscosityna.com.