

# CUSTOMER STORY



Others  
VMware

“We sincerely appreciate Vinchin for utilizing your expertise to assist us in achieving data protection and information technology development. The business environment of China Railway Kunming Group is complex, with numerous business systems and highly critical information. This posed a challenge for your team. And we are delighted that you were able to rapidly and effectively complete the entire disaster recovery system implementation. Your accomplishment is truly commendable.”

Information Technology Manager  
China Railway Kunming Group Co.,Ltd.

## Business Challenge

China Railway Kunming Group Co.,Ltd. managed by China Railway, is one of the 18 railway group companies in China. It serves as a vital organization and management entity for railway transportation in Southwest China. China Railway Kunming Group Co.,Ltd. oversees the Kunming Railway Office and Kaiyuan Railway Office, with its headquarters located in Kunming, Yunnan Province. The railway lines under its jurisdiction span across Yunnan, Sichuan, and Guizhou provinces. It is primarily responsible for managing passenger boarding and freight transportation within its jurisdiction.

The continuous digital updates of various business systems, including the generation of critical data such as route scheduling and passenger information, have raised higher requirements for data protection and business continuity at CR Kunming. Firstly, the data center utilizes multiple virtualization architectures, such as VMware, with all business information systems operating on these platforms. It is essential to ensure backup and disaster recovery capabilities for all business systems simultaneously. Secondly, multiple business systems are deployed in both physical and virtual machine environments, alongside a large volume of NAS data files, totaling over 300TB. It is crucial to back up this data to prevent any loss that could impact business operations, while minimizing the backup window period. Thirdly, databases such as Oracle and Oracle RAC are employed, necessitating backups of all data within the databases and compatibility with future needs. Lastly, real-time backups need to be performed on core systems like railway scheduling and transportation management to maintain an extremely low RPO.

## Vinchin Solution

"These requirements reflect CR Kunming's concerns about business and data security within their own operational environment, and we need a robust disaster recovery and backup solution that aligns with our specific business scenarios. Vinchin, as a prominent player in the field of virtual machine backup and disaster recovery, is the ideal choice to assist CR Kunming in this endeavor," said the Information Technology Manager.

In response to these requirements above, Vinchin conducted comprehensive research and analysis on the business environment of CR Kunming. They collaborated with the management team to develop relevant solutions that address the primary challenges faced by the group, both currently and in the foreseeable future.

Firstly, deploying Vinchin Backup & Recovery in the data center, which integrates hardware and software solution and utilizes a tiered backup strategy to achieve the desired RPO without wasting resources. Secondly, to address the issue of large data volumes, Vinchin suggests implementing a Lan-Free transmission mechanism. This method significantly improves data transfer efficiency compared to traditional approaches, thus meeting the objective of reducing the backup window period. Thirdly, Vinchin Backup & Recovery boasts strong compatibility. It can support heterogeneous virtualization platforms and backup various databases while accommodating future needs.

## >>>> Result

Vinchin provides CR Kunming with comprehensive data protection through its integrated hardware and software approach. By implementing a tiered backup strategy, Vinchin reduces the RPO for business data while avoiding resource wastage. Additionally, the adoption of the Lan-Free transmission mechanism significantly shortens the backup window period for large data volumes. Vinchin meets CR Kunming's requirements for data protection and digitalization, ensuring continuous support and protection for their operations.

Question? Need support?

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