

## Bardusch GmbH Weaves a Backup Masterpiece with ExaGrid

### Customer Overview

Bardusch GmbH & Co. KG was founded in 1871 and is represented in Germany with 25 branches and other sites and worldwide in 7 countries. With more than 4,000 employees Bardusch services more than 80,000 customers and supplies about one million people with professional garments and personal safety articles.

### Desire to Eliminate the Hassles of Backing up Critical Data to Tape

Bardusch offers services that include professional rental garments for almost all lines of business, textile towel and soap dispensers, walk-off mats, dust and wipe cloths, textile supply systems for hotels and restaurants, hospitals and nursing homes, dry cleaning of special articles and machine cleaning cloths. The company backs up typical data files including SQL databases, MS Office documents, and PDFs, on many physical servers and in the near future many virtual servers. For many years they were backing up all their data to a tape library and archiving those tapes offsite.

According to Sr. Network Administrator, Mike Fonn, his team spent hours every week troubleshooting and managing the company's tape libraries. The company's tape libraries were becoming more problematic and needed to be replaced. So Bardusch had a very difficult time meeting their end-user requirements for restored data. IT could not respond quickly enough due to the limitations of recovering data from a tape-based solution. In addition, there were constant worries about the reliability of their backup data stored on tape.

"We needed to solve this problem. We wanted to move to disk-based backup because of the speed not only of protecting our data and completing our backups, but also the speed of restoring data. If we could also eliminate tape costs and administration hassles and streamline our data recovery process along the way it was even better." said Fonn. "Our recovery time objective was an issue and the backups themselves were prone to be unreliable."

After some extensive research into different solutions that used either post-process or inline deduplication methods and an evaluation of the technology in their environment, Bardusch decided to implement ExaGrid's disk backup with deduplication to manage its backups and restores. The ExaGrid system works along with the company's existing backup application, EMC NetWorker.

"The evaluation went very smoothly. We had the system installed in about an hour.

I was very pleased with the installation and how easy the system was to use and administer," said Fonn.

"Key factors in selecting ExaGrid were the speed of backups, the smooth trial period, the post-process deduplication method and the GRID scalability. We wanted a system that was state-of-the-art and gave us the backup and restore performance and retention we required not just for today, but for tomorrow as our data inevitably grows. The post-process approach to deduplication really made the most sense to us," said Fonn.

### Seamless Point-and Click Data Recovery and a Pending Virtualization Project

According to Fonn, ExaGrid's unique data deduplication technology and architecture are important differentiators for Bardusch. ExaGrid combines last backup compression along with data deduplication, which stores changes from backup to backup instead of storing full file copies. This unique approach reduces the disk space required by a range of 10:1 to 50:1 or more, delivering unparalleled cost savings and performance. ExaGrid delivers extremely fast backup performance because data is written directly to disk, and data deduplication is performed post-process after the data is stored to reduce data. When a second site is used, the cost savings are even greater because ExaGrid's byte-level data deduplication technology moves only changes, requiring minimal WAN bandwidth.

"We looked at several different approaches to disk backup with deduplication. Having the most recent backup in full format was key. Restores are seamless and quick and making tape copies is as fast as can be. Also, with a virtualization project coming up we knew we wanted a disk backup appliance vs. the software approach." said Fonn. "After a detailed evaluation, ExaGrid was all that we hoped for and more," said Fonn.

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Mike Fonn  
Sr. Network Administrator  
Bardusch GmbH



## Backup Speed and Scalability to Grow as Company Data Grows

After installing the ExaGrid system, Bardusch was seeing a 3x increase in speed, cutting backup times by over 75%. That's because the full backup is landed on the disk, at the speed of disk. There is no faster way.

"The final selling point for us was not just the price," said Fonn. "But as I mentioned earlier, the state-of-the-art architecture and approach to making backups better by keeping the most recent backup in full form ready for rapid restore but also not interfering with the backup data as it lands on the disk. This architecture made the most logical sense to us. And again, the trial proved it out."

The ExaGrid system can easily be scaled to meet increased demand. ExaGrid's GRID computing software makes the system highly scalable, and when plugged into a switch, different sized configurations can be mixed and matched into a single GRID system with capacities of up to a 100TB full backup plus retention. Once virtualized, they appear as a single system to the backup server, and load balancing of all data across servers is automatic.

## Top-Notch Customer Support

ExaGrid's trained, in-house engineers provide dedicated support to individual accounts.

"ExaGrid's support has been very, very good," said Fonn. "They are extremely prompt and knowledgeable and really go the extra effort even if it doesn't involve them because they know the backup environment and how things should be optimized. The even better point here is that I really haven't needed support very much. But when I have, it's been fast and complete."

## ExaGrid and EMC NetWorker

The EMC NetWorker family provides fast and flexible backup and recovery, with an intuitive user interface and policy-based backup engine that helps automate and simplify the entire backup and recovery process. NetWorker's powerful snapshot management provides instant data protection and rapid recovery by giving you complete control of third-party snapshot tools.

Organizations using NetWorker can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as NetWorker, providing faster and more reliable backups and restores. In a network running NetWorker, using ExaGrid in place of a tape backup system is as easy as pointing existing backup jobs at a NAS share on the ExaGrid system. Backup jobs are sent directly from the backup application to the ExaGrid for onsite backup to disk.

## Intelligent Data Protection

ExaGrid offers the only disk-based backup appliance with data deduplication purpose-built for backup that leverages a unique architecture optimized for performance, scalability and price. The combination of post-process deduplication, most recent backup cache, and GRID scalability enables IT departments to achieve the shortest backup window, fast and reliable restores, fast tape copy, rapid disaster recovery, and data growth without performance degradation or forklift upgrades. With offices and distribution worldwide, ExaGrid has more than 1,700 systems installed at more than 500 customers, and more than 130 published customer success stories.

ExaGrid servers can be used at primary and secondary sites and a second site to supplement or eliminate offsite tapes with live data repositories for disaster recovery.

For more information about ExaGrid, please visit our website [www.ExaGrid.com](http://www.ExaGrid.com) or call us at 1-800-868-6985.

## ABOUT EXAGRID

ExaGrid is the leader in cost-effective disk-based backup solutions. A scalable system that works with existing backup applications, ExaGrid is ideal for companies looking to quickly eliminate the hassles of tape backup while reducing their existing backup windows. ExaGrid's innovative approach minimizes the amount of data to be stored by providing standard data compression for the most recent backups along with byte-level data deduplication technology for all previous backups. Customers can deploy ExaGrid at a primary and secondary sites to supplement or eliminate offsite tapes with a live data repository or for disaster recovery.

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