

# Eby-Brown Gains Faster Backups and Restores with ExaGrid

## Customer Overview

Eby-Brown was founded in 1887 and is the second largest tobacco/candy/convenience distributor in the United States. With 4.1 billion in sales, Eby-Brown serves 12,000 retail locations from seven distribution centers. Based in Naperville, Illinois, Eby-Brown has 2150 employees.

## Long Backups Cause System Slowdowns

Like many organizations, the IT staff at Eby-Brown had been struggling with tape backups for a long time. The company's databases had grown extremely large and beyond the capacity of its tape library, so weekly full backups often lasted into Monday morning. For users, the long backups meant system slowdowns at the beginning of the work week.

"Our backups were simply taking too long and were affecting our system performance, said JR Morales, IT systems integrator for Eby-Brown. "We were also concerned about our ability to properly protect our information using tape going forward."

## Two-site ExaGrid System Used for Both Primary Backup and Disaster Recovery

With several new IT initiatives on the horizon, the IT staff at Eby-Brown decided to look for a new backup system and chose ExaGrid. The company selected a two-site ExaGrid system, installing one for primary backup in its Naperville datacenter and a second system five hours away in Plainfield, Indiana for disaster recovery. The ExaGrid systems work with Eby-Brown's existing backup application, CA ARCserve™ Backup.

"We chose the ExaGrid system based on the effectiveness of its data de-duplication and the fact that we could deploy a second system for disaster recovery," said Morales. "ExaGrid's data de-duplication does a great job at reducing our data, and transmitting data between sites is extremely fast and requires minimal bandwidth because only the changes are sent between locations."

ExaGrid combines last backup compression along with data de-duplication, 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 de-duplication 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 de-duplication technology moves only changes, requiring minimal WAN bandwidth.

## GRID Architecture Ensures Smooth, Easy Scalability

Because Eby-Brown's data was growing quickly, Morales and his staff needed to ensure that expanding the backup capabilities would be as simple as possible. Since installing the ExaGrid system, Eby-Brown has expanded the system twice to meet increased backup needs.

"Upgrading the ExaGrid system was a pretty simple process," said Morales. "We experienced some slight issues with the way our Oracle system handled it but ExaGrid's customer support team worked closely with us on it and resolved the problem quickly. Working with ExaGrid's support team has been phenomenal, and it's probably been one of the best experiences I've had with customer support from any vendor."

ExaGrid's GRID architecture provides easy scalability, so the system can grow as an organization's backup requirements grow. When plugged into a switch, additional ExaGrid systems virtualize into one another, appearing as a single system to the backup server, and load balancing of all data across servers is automatic.

"Before we purchased our two-site ExaGrid system, we performed a cost analysis that showed installing two ExaGrid systems would cost less over time than tape. When you consider the cost of tape, transportation and the amount of time our IT staff had devoted to managing tape and performing restores, purchasing the ExaGrid system is a no-brainer."

JR Morales  
IT Systems Integrator  
Eby-Brown

Since installing the ExaGrid system, Eby-Brown has significantly increased the amount of data it backs up. Prior to installing the ExaGrid system, the IT staff at Eby-Brown began backing up the company's data at 4:00 p.m. Friday afternoon and ran backup jobs until Monday morning. Since installing the ExaGrid system, Eby-Brown has increased the amount of data it backs up, and weekly full backups now take just hours instead of days. The company has nearly eliminated tape, and now just backs up a small amount of low priority information using tape.

### ExaGrid Found to be more Cost Effective than Tape

"Before we purchased our two-site ExaGrid system, we performed a cost analysis that showed that installing two ExaGrid systems would cost less over time than tape. When you consider the cost of tape, transportation and the amount of time our IT staff had devoted to managing tape and performing restores, purchasing the ExaGrid system is a no-brainer," said Morales.

### ExaGrid and CA ARCserve Backup

CA ARCserve Backup delivers reliable, enterprise-class data protection across multiple hardware and software platforms. Its proven technology — unified by a single, easy-to-use interface — enables multi-tiered protection driven by business goals and policies. Organizations using ARCserve Backup can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as ARCserve Backup, providing faster and more reliable backups and restores. In a network running ARCserve Backup, 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 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 de-duplication technology for all previous backups. Customers can deploy ExaGrid at a primary site and at a second site to supplement or eliminate offsite tapes with a live data repository or 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 site and at a second site to supplement or eliminate offsite tapes with a live data repository or for disaster recovery.

ExaGrid Systems, Inc.

2000 West Park Drive  
Westborough, MA 01581

1 800.868.6985  
[www.ExaGrid.com](http://www.ExaGrid.com)

