

American Standard's Backups Improve by Using ExaGrid's Disk Backup with Data Deduplication

CUSTOMER SUCCESS STORY

American Standard

"I used to worry each night about backup jobs. The ExaGrid has taken all of the worry and hassle out of our backups, and it frees me up to focus more on my other responsibilities."

Steve Pudimott
Manager of IT Services

Key Benefits:

- Data deduplication maximizes disk space
- ExaGrid is cost effective compared with competitors
- Easy-to-use system reduces staff time spent on backup
- Backup times have 'improved tremendously'
- 'Terrific relationship' with assigned support engineer who checks in regularly

Customer Overview

American Standard Brands is a leading North American manufacturer of a wide range of high-quality kitchen and bath products, including faucets, fixtures, furniture, vitreous china fixtures, cast iron sinks, whirlpool tubs and other related products. The company currently serves both the residential and commercial markets; employs more than 6,000 people in the United States, Canada and Mexico; and markets products under the American Standard®, Crane®, Eljer®, Porcher®, JADO® and Fiat® brands.

Growing Data Led to Need for Scalable Solution

American Standard is a growing manufacturer of kitchen and bath products with offices throughout North America and Mexico.

The company backs up a significant amount of data each night and was looking to find a backup solution that helped them deal with rapidly growing data.

"We looked for a backup system to meet our key requirements, which were tapeless backups and the ability to replicate our data safely offsite," said Steve Pudimott, manager of IT Services for American Standard.

Cost-Effective ExaGrid System Provides Data Deduplication, Easy Deployment

American Standard narrowed the field of systems it was considering down to ExaGrid and a leading competitor. After evaluating the two products, the company chose ExaGrid for its fast data deduplication technology and overall ease of deployment.

"We felt that ExaGrid's data deduplication technology was a good fit for us," said Pudimott. "Also, ExaGrid's GUI interface is Windows-like and extremely intuitive. Since we planned on installing systems in multiple locations, easy deployment was an important factor. The ExaGrid was also highly cost-effective."

American Standard installed a total of eight ExaGrid units in two locations, including in its New Jersey office and midwest datacenter.



The ExaGrid works in conjunction with American Standard's existing backup application to protect the company's data.

Data Deduplication Maximizes Disk Space, Amount of Retention

"With ExaGrid's data deduplication, the data is safe and secure on the disk before the deduplication happens. It just seemed to make more sense to us than other approaches," said Pudimott. "The ExaGrid is very effective at reducing our backup storage footprint, allowing us to maximize disk space."

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 after the data is stored to reduce data. When

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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.

Backups Made Easier, Times Significantly Reduced

Since installing the ExaGrid system, Pudimott reports that American Standard's backup times have been significantly reduced. "The ExaGrid system is extremely easy to use and it has made my day-to-day backup duties far easier and stressfree," said Pudimott. "The ExaGrid has taken all of the worry and hassle out of our backups, and it frees me up to focus on my other responsibilities."

Easy Setup, Responsive Customer Support

The ExaGrid system was designed to be easy to set up and maintain, and ExaGrid's industry-leading customer support team is staffed by trained, in-house engineers who are assigned to individual accounts. The ExaGrid system is fully supported and was designed and manufactured for maximum uptime with redundant, hot-swappable components.

"We have had a terrific relationship with our ExaGrid customer support engineer. He's extremely knowledgeable and he's always checking to ensure that the system is working correctly," said Pudimott. "We've been very pleased with the ExaGrid system. Our backup times have improved tremendously, and we don't have to worry about backups inadvertently affecting system performance."

ExaGrid and Veritas NetBackup

Veritas NetBackup delivers high performance data protection that scales to protect the largest UNIX, Windows, Linux and NetWare environments. With complete protection from remote office to data center to vault, NetBackup offers a single console for all backup and recovery operations.

About ExaGrid

ExaGrid provides hyper-converged secondary storage (HCSS) for backup with a unique landing zone and scale-out architecture. The landing zone enables the fastest backups, restores, and instant VM recoveries. The scale-out architecture includes full appliances in a scalable system and ensures a fixed-length backup window as data grows, eliminating expensive and disruptive forklift upgrades. Learn more at www.exagrid.com.

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Organizations using NetBackup can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as NetBackup, providing faster and more reliable backups and restores. In a network running NetBackup, 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's turnkey disk-based backup system combines high quality SATA drives with byte-level data deduplication, delivering a disk-based solution that is more cost effective than standard SATA drives. ExaGrid's byte-level data deduplication technology stores only the changes from backup to backup instead of storing full file copies, reducing the amount of disk needed by a range of 10:1 to 50:1 or more, resulting in a solution that is 25 to 30% the cost of standard SATA drives.

The ExaGrid system is easy to install and use and works seamlessly with popular backup applications, so organizations can retain their investment in existing applications and processes.

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



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