

FONA International Chooses ExaGrid for Backup of VMs

CUSTOMER SUCCESS STORY



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Jeff Zerwer
IT Manager
FONA International

Customer Overview

Founded in 1987, FONA International creates and manufactures flavors for many of the largest food, beverage, nutraceutical and pharmaceutical companies in the world. It offers flavor solutions for the confection, grain, beverage, performance nutrition, OTC and emerging markets from its state-of-the-art, 33-acre campus in Geneva, Illinois. FONA International has established a reputation as the forward-thinking, independent solution provider in the very competitive flavor industry.

Broken NAS Drive Forces Need to Quickly Find a New Backup Solution

On Jeff Zerwer's first day on the job as IT manager at FONA International, the company's NAS suddenly broke down. After immediately redirecting backup jobs to tape, Zerwer needed to identify a new disk-based backup solution and get it up and running as quickly as possible.

"We wanted to move quickly on a new backup solution and immediately looked at systems from ExaGrid, Dell and EMC Data Domain. Ninety-five percent of our servers are virtual and we use Veeam for backup, so tight integration between the two was critical," said Zerwer. "We liked how well the ExaGrid system worked with Veeam and after looking at all the factors, we chose the ExaGrid based on overall cost effectiveness, ease of use and functionality."

FONA International installed a two-site ExaGrid disk-based backup system, which provides both primary backup and disaster recovery for a wide range of data, including SQL databases, email and custom applications.

ExaGrid's Tight Integration with Veeam Delivers Faster, More Efficient Backups

"The ExaGrid system integrates seamlessly with Veeam," said Zerwer. "Veeam just sees the ExaGrid as disk storage so the data

is sent directly to it. The ExaGrid system handles the data deduplication, which reduces overhead on the Veeam server. The Veeam dump, plus ExaGrid's post-process data deduplication, makes our backups run as quickly as possible."

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 zone-level data deduplication technology moves only changes, requiring minimal WAN bandwidth.

Easy Setup, Streamlined Management and Administration

Zerwer said that the ExaGrid system was easy to set up and is easy to administer. "We haven't had to touch the ExaGrid system since the setup. I get alerts through Veeam and when I do have to access the ExaGrid system, I find the GUI intuitive and easy to use. Everything I need to know is right there on one page. From one single screen, we can get a full image of how the backups are running," he said.



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 dedicated to individual accounts. The system is fully supported and was designed and manufactured for maximum uptime with redundant, hot-swappable components.

'Terrific' Customer Support

"ExaGrid's customer support team has been terrific," said Zerwer. "We have our own dedicated support representative who responds quickly to any question or issue we have. Recently, we had to bring the ExaGrid from our disaster recovery site back to our corporate headquarters. I worked closely with our ExaGrid support engineer during the process, and he stayed with me the whole way. We worked through all the little questions I had, and it turned out to be a very smooth process."

GRID Architecture Ensures Scalability

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 130TB 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.

"ExaGrid's GRID architecture will enable us to grow the system easily as our backup requirements grow. Architecturally, it's a nice solution," said Zerwer. "The ExaGrid was a great solution for our backup needs. We're confident that we have valid primary and offsite backups day in and day out, and in the case of a disaster, it's nice to know that we can recover quickly. We've been very pleased with the solution."

About ExaGrid Systems, Inc.

Customers worldwide depend on ExaGrid Systems to solve their backup problems—effectively and permanently. ExaGrid's disk-based, scale-out GRID architecture adjusts to increasing backup demands due to constantly growing data volumes. It is the only solution that combines compute with capacity as well as a unique landing zone to permanently shorten backup windows and eliminate expensive forklift upgrades. Learn more at www.exagrid.com.

ExaGrid and Veeam

The combination of ExaGrid's and Veeam's industry-leading virtual server data protection solutions allows customers to utilize Veeam Backup & Replication in VMware, vSphere, and Microsoft Hyper-V virtual environments on ExaGrid's disk-based backup system. This combination provides fast backups and efficient data storage as well as replication to an offsite location for disaster recovery.

The ExaGrid system fully leverages Veeam Backup & Replication's built-in backup to disk capabilities and ExaGrid's zone-level data deduplication for additional data reduction (and cost reduction) over standard disk solutions. Customers can use Veeam Backup & Replication's built-in source-side deduplication in concert with ExaGrid's disk-based backup system with zone-level deduplication to further shrink backups.

Intelligent Data Protection

ExaGrid's turnkey disk-based backup system combines high quality SATA drives with zone-level data deduplication, delivering a disk-based solution that is more cost effective than standard SATA drives. ExaGrid's zone-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.

For more information about ExaGrid, please visit us at www.exagrid.com or call us at 1-800-868-6985.