# Close Call with Tape Causes Prince Castle to Reevaluate Options with ExaGrid

## Customer Overview

Prince Castle was founded in 1955 as an innovator in restaurant operational efficiencies, designing and manufacturing kitchen equipment for restaurants. Products are chef-tested and quality approved, and cover a wide range of applications that have practical uses in almost every commercial kitchen throughout the world.

## Leaky Roof Produces a Close Call with Tape

Prince Castle had been backing up to tape for years, but a leaky roof caused the company's IT manager, Cardal Price, to reevaluate his options. "Until we had the water leak fixed, I was very worried about our data because the tapes could easily get damaged, so I started looking at devices to replicate our data offsite."

Price began looking into other storage options, such as EMC Dell Data Domain, which he found to be too expensive, as well as HP and Commvault. Around the same time, he happened to come across two unused ExaGrid appliances in storage, and he contacted ExaGrid to find out about them. After speaking with ExaGrid's customer support staff, Price decided to set up the appliances and try them out. Upon installation, he appreciated how seamlessly ExaGrid worked with his backup application, Veritas Backup Exec.

## Using ExaGrid Means a More Productive Workweek

"Switching to ExaGrid from tape has saved me a lot of time," said Price. "I save 45 minutes every week, which adds up to about five hours a month that I can use for other IT operations. Not having to manage tapes and buy new tapes because of data retention saves money and allows for more time to be spent on other IT functions."

ExaGrid's disk-based backup appliance replaces the problems and management burden of tape with a solution that offers the fastest backups and restores as well as the only scale-out architecture. "What I like about backing up to ExaGrid instead of tape is that I no longer have to go offsite, data's more quickly and easily restored, and it's more reliable – there are more granular restore options, as opposed to tape," Price said.

Like most other organizations, Prince Castle is experiencing growth of its data volumes, but with ExaGrid, the company's backup window remains under control. "Even though our data is growing immensely with more users, more products, and more data being saved, our backup window has actually decreased using ExaGrid as opposed to tape because it writes faster and makes the data available faster. Our backup data used to span multiple tapes as opposed to one ExaGrid device that holds all the data – multiple copies of it – and provides retention for 30, 40, 90 days if we need it, as opposed to multiple tapes. And after the backup, ExaGrid works again and replicates offsite – it's so much better than tape. I couldn't do any of that before."

## Ready for Anything – Using ExaGrid for DR

After finding the two ExaGrid appliances, Price decided to set up one onsite and the other offsite for disaster recovery. "We've eliminated our tape backups and now we back up everything directly to our ExaGrid appliance, which replicates to our DR site. I have peace of mind knowing that if something happens to the building or the server room that our data is safe and secure at the DR site. It's been great – I like it a lot."

While keeping offsite copies of backups has traditionally meant maintaining a set of tapes at an offsite location, companies using ExaGrid can easily maintain offsite backups through the use of an offsite ExaGrid system in conjunction with their primary site ExaGrid.

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**Cardal Price**
**IT Manager at Prince Castle**

## Key Benefits:

- Switching from tape frees up five IT staff hours monthly to use for other operations
- Backup window decreases even though amount of data stored expands 'immensely'
- Second ExaGrid appliance provides easy replication and data security at DR site
- Automated daily email reporting helps IT optimize system

## ExaGrid Matches Growth with Scalability and Eliminates Obsolescence

ExaGrid uses a GRID-based configuration, where each appliance contains not just disk but also processing power, memory, and bandwidth. When the system needs to expand, additional appliances are simply attached to the GRID. This type of configuration allows the system to maintain all the aspects of performance as the amount of data grows, with customers paying for what they need when they need it. In addition, as new ExaGrid appliances are added to the GRID, the ExaGrid system automatically load balances available capacity, maintaining a virtual pool of storage that is shared across the GRID.

Price augmented his EX2000 appliances with his purchase of an EX7000 and EX13000E and took the extra EX2000 to an offsite location. "To be able to use older appliances with newer appliances proves how well the [ExaGrid] product was engineered from the beginning and throughout the years. They are all interchangeable – we can combine them regardless of size or age, so nothing goes to waste," said Price.

All ExaGrid appliances can be seamlessly added to any existing GRID and can be mixed and matched with appliances of any size or age, thereby eliminating product obsolescence. Adding a new ExaGrid appliance is as simple as plugging it in and pointing backup jobs at a NAS share.

## Easy to Install and Maintain

The ExaGrid system is easy to install and use, and works seamlessly with all of the most frequently used backup applications, so an organization can seamlessly retain their investment in existing applications and processes.

Price likes the system's ease of use as well as the daily reports he receives about his backups and staying up-to-date regarding what his deduplication ratio is. "I'm not seeing any issues backing up to it or restoring offsite, and then with the amount of network cards that attach to this device, it's very flexible. About every other month or so we're learning new ways to use the product, and it's helping us with both backups as well as restoring data," he said.

## Intelligent Data Protection

ExaGrid's turnkey disk-based backup system combines enterprise SATA/SAS drives with zone-level data deduplication, delivering a disk-based solution that is far more cost effective than simply backing up to straight disk. ExaGrid's patented zone-level deduplication reduces the disk space needed by a range of 10:1 to 50:1 by storing only the unique bytes across backups instead of redundant data. Adaptive deduplication performs deduplication and replication in parallel with backups while providing full system resources to the backups for the fastest backups and, therefore, the shortest backup window. As data grows, only ExaGrid avoids expanding backup windows by adding full appliances in a GRID.

ExaGrid's unique landing zone keeps a full copy of the most recent backup on disk, delivering the fastest restores, VM boots in seconds to minutes, "Instant DR," and fast tape copy. Over time, ExaGrid saves up to 50% in total system costs compared to competitive solutions by avoiding costly "forklift" upgrades.

## ExaGrid and Veritas Backup Exec

Veritas Backup Exec provides cost-effective, high-performance, and certified disk-to-disk-to-tape backup and recovery – including continuous data protection for Microsoft Exchange servers, Microsoft SQL servers, file servers, and workstations. High-performance agents and options provide fast, flexible, granular protection and scalable management of local and remote server backups.

Organizations using Veritas Backup Exec can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as Veritas Backup Exec, providing faster and more reliable backups and restores. In a network running Veritas Backup Exec, 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 backup to disk.

## About ExaGrid

ExaGrid provides backup storage with a unique landing zone and scale-out architecture. The landing zone provides for the fastest backups, restores and instant VM recoveries. The scale-out architecture includes full appliances in a scalable GRID and provides for a fixed-length backup window as data grows, eliminating expensive forklift upgrades. Learn more at **www.exagrid.com**.