

# Trinity Partners Implements ExaGrid's Disk-Based Backup with Deduplication, Results Exceed Expectations

CUSTOMER SUCCESS STORY



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Jeff Delisle  
Manager of Information  
Technology  
Trinity Partners

## Customer Overview

Trinity Partners is a leading life sciences consulting firm that provides strategic and tactical insights to clients worldwide. Trinity's clients are among the most successful firms in the industry and include a mix of pharmaceutical, biotechnology, medical device, and diagnostic companies. Blending consulting services with research capabilities, the company specializes in corporate strategy, pipeline and portfolio optimization, brand planning, market analytics, promotional effectiveness, and licensing and acquisition. Trinity has offices in Waltham, Massachusetts and New York City.

## Stringent Client Data Requirements, Growing Data Volumes Drive Evaluation of Backup Alternatives

Trinity Partners services many clients for whom strict data segregation due to proprietary data is a business imperative. Trinity backs up over 100 servers storing a gamut of data sets and data types totaling approximately 10TB. Trinity had been backing up to tape, and its backup window was approaching 20 hours per day. When the company added a much larger data set, it knew the time had come to look at a faster backup solution that included deduplication to maximize storage capacity. Trinity sought an alternative to tape that would work seamlessly with their existing backup application, Symantec Backup Exec.

The company did extensive due diligence in its evaluation of multiple solutions, including cloud backup through vendors such as Amerivault, but there were numerous associated negatives with this alternative. Trinity also considered increasing its tape backup architecture, but this option did not achieve the cost-benefit result that the company sought. Trinity evaluated straight disk backup without deduplication, including EqualLogic, as well as disk backup with deduplication from ExaGrid and Data Domain.

Trinity's IT staff was impressed with their evaluation of ExaGrid and how it stacked up against the competition. "We researched

the other alternatives, and we liked the grid concept because our company is growing so quickly," said Jeff Delisle, manager of information technology. "We know we'll need to add another unit, and with the ExaGrid, we can do so relatively quickly and seamlessly without the pain of a forklift upgrade associated with other systems."

The ability of Trinity Partners to easily segregate client data to keep only one data set is a contractual client obligation, which is easily achieved with the ExaGrid. "If I needed to eradicate a whole client in my system, I know it is easy with the share structure," said Delisle.

## Faster, More Reliable Backups Impact IT, Enable Focus on Other Critical Initiatives

The backup window that Trinity Partners was experiencing prior to implementing ExaGrid was becoming increasingly large. The company is still using tape for disaster recovery but is seeing completion of its backups in about a fifth of the time compared to its previous process.

The IT team at Trinity Partners is impressed with the performance of the ExaGrid and how it's changed not just their environment, but the focus of their work. "I can rest assured that I am going to get the functionality that I need in order to do more of my long-term project work," commented Delisle. "I used to spend so much time engrained in the nitty-gritty of backups



prior to having the ExaGrid that it's actually changed my career path because I'm able to tackle bigger projects."

## Impressive Deduplication Ratios

"The engine that does the deduplication is amazing," said Delisle. Trinity Partners is seeing average deduplication ratios of around 30:1.

ExaGrid's turnkey disk-based backup system combines high quality disk storage with byte-level data deduplication, delivering a disk-based solution that is more cost effective than standard storage. 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's compatible to the cost of tape backup.

## Outstanding Customer Support

"The ExaGrid technical support team is very proactive," said Delisle. "My ExaGrid engineer will actually bring to my attention things that are happening with the system that I'm not even aware of yet! You just don't get ExaGrid's superior level of service with a big company product anywhere else! In my opinion, ExaGrid is the frontrunner in the market!"

## Intelligent Data Protection with Ease of Installation

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.

## ExaGrid and Symantec Backup Exec

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

"It was critical that the disk-based backup solution we chose worked with Symantec Backup Exec," commented Delisle. "All of our catalogs and all of our data are still on Backup Exec. We needed that to be seamless."

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

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

## 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](http://www.exagrid.com).