

# ExaGrid Helps United States Distilled Products Company Reduce Reliance on Tape, Improve Backup Times with ExaGrid Disk Backup Appliance with ExaGrid

CUSTOMER SUCCESS STORY



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**Brian Fahning**  
Systems Administrator  
United States Distilled  
Products Company

## Customer Overview

Located in Princeton, MN, United States Distilled Products Company (USDPA) began bottling in 1981 as a small bottling operation with the objective of producing regional brands for markets in the Midwest. Since its inception USDPA has grown to become a leading bottler developing a reputation as a company that is focused on service and quality. USDPA produces its own brands of alcoholic products and distributes them throughout the United States.

## Long Backup Times, Retention an Issue with Tape

The IT staff at the United States Distilled Products Company (USDPA) struggled to keep up with tape backups when jobs began running past the 12 hour mark and into the work day. Tape management was also difficult and time consuming for the staff, which also had to grapple with long retention times dictated by federal regulations.

“Our backup times were long and we were really bogged down with trying to keep up with everything using tape because it was so cumbersome,” said Brian Fahning, systems administrator at the United States Distilled Products Company. “We’re located in a small town and we keep our tapes in a safe deposit box in a downtown bank. We’re required to keep seven years of retention and were constantly driving tapes back and forth. It wasn’t realistic to think we could keep up with it all and we finally decided to look for a new solution.”

USDPA researched various products on the market and eventually purchased ExaGrid’s disk-based backup system with data deduplication to work along with its existing backup application, Symantec Backup Exec. The ExaGrid system backs up and protects all of the company’s information, including Exchange and Oracle databases and file data.

“We considered getting a better tape drive but disk was so much faster than anything

else we could find. The ExaGrid system gave us the speed we needed to reduce our backup times and we were able to reduce our reliance on tape,” said Fahning. “We also liked the fact that it works with Backup Exec. We had invested a lot of money and time into Backup Exec and we didn’t want to switch to another application. The ExaGrid works hand-in-hand with it and the transition has been seamless.”

## Backup Times Reduced from 12 hour to Two Hours, Data Deduplication Technology Delivers Nearly 60:1 Ratios

Fahning said that since installing the ExaGrid system, the company’s backup times have been reduced from 12 hours to two hours. ExaGrid’s data deduplication technology is providing nearly 60:1 reduction in data.

“To be honest, data deduplication was an afterthought when we purchased the system. However, we’ve been absolutely amazed at the way it reduces our data and helps our retention. We can store more backups than we ever thought possible on the ExaGrid and that data is available to us immediately for restores,” said Fahning. “I really love that we can easily go back through several weeks of data and restore a file with the touch of a button.”

The ExaGrid system stores changes from backup to backup instead of storing full file copies. This unique approach reduces the disk space required by a range of

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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.

## Fast Setup, Superior Customer Support

Fahning said that he installed the system himself with the assistance of the ExaGrid support engineer assigned to USDP.

"Setting up the ExaGrid system was easy. I installed it myself and then called into our support engineer. He worked with me over the phone to create the volumes and to set everything up with Backup Exec and we were good to go," he said. "Our support engineer has been fantastic. He is extremely responsive and he knows what he's doing. Just recently, we had a drive failure and he contacted me immediately to let me know that he had sent a new one. When it arrived, all I had to do was swap it out."

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.

## Scalability to Grow, Flexibility to Add Second System for Data Replication at any Time

As the USDP's backup requirements grow, the ExaGrid system can easily be expanded to accommodate more data.

"For us, one of the key selling points of the ExaGrid was its scalability. We didn't want to buy a system that would have required a forklift upgrade to handle more data. The ExaGrid's modular design will enable us to add capacity as we need it," said Fahning.

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

## 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).

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.

Fahning also said that the USDP is considering adding a second ExaGrid system for data replication.

"We're currently backing up the ExaGrid system to tape but we're considering purchasing a second unit for data replication. It would enable us to significantly reduce tape and improve disaster recovery," he said. "The ExaGrid system has been a great solution for us and the flexibility it offers cements that fact. I love its simplicity, speed, data deduplication and the ability to restore data so quickly."

## 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.

## Intelligent Data Protection

ExaGrid is a cost-effective, scalable disk-based backup solution that replaces tape in your nightly backup process, enabling faster and more reliable backups at a price comparable to a new tape library. ExaGrid offers the only disk backup appliance with data deduplication purpose – built for backup that leverages a unique architecture optimized for performance, scalability and price.

The ExaGrid system is a plug-and-play disk backup appliance that works with existing backup applications. ExaGrid's patented zone-level deduplication technology minimizes the amount of data to be stored by storing only the unique bytes across backups instead of storing the redundant data. This unique approach reduces the amount of disk space needed by a range of 10:1 to as high as 50:1 or more, delivering unparalleled performance in a cost-effective solution.

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