

# ExaGrid Helps U.S. Federal Government Agencies Reduce Backup Windows, Improve Data Protection

CUSTOMER SUCCESS STORY



“The system was more cost-effective than some of the other solutions we looked at. It was less expensive to acquire and we were able to use it along with our existing backup application and tape drive. It was also more advantageous to purchase the ExaGrid system in terms of licensing and maintenance. We were able to set the system up ourselves and it’s easy to manage and administer.”

Dana McCutcheon  
IT Specialist  
Federal Mediation &  
Conciliation Service

## Customer Overview

Federal Government agencies, both civilian and military, are steadily moving towards a point where the reliance of tape backup is minimal. The U.S. Government has been the largest user of tape-based backup systems since the 1970s and is well aware of the issues that come along with using that type of backup media. Most agencies have begun to deploy some variation of disk storage and disk-based backup because of reliability and security concerns. The momentum shift to disk has begun in earnest since the advent of disk-based backup with data de-duplication.

## Tape Issues Impact Backup Times, Data Security

Federal government agencies struggle with the ever increasing amount of data that is generated on a daily basis. Current regulations and legislation require the need for government organizations to backup or archive virtually everything.

Magnetic tape as a medium for backing up data is cumbersome, time-consuming, and unsecure. As data grows rapidly and regulatory demands become more stringent, traditional tape solutions cannot keep up - resulting in longer backup windows, unreliable backups and restores and increased costs. Tape may be cheap initially but long-term costs in lost and compromised data, and production hours, can cripple an organization.

## Disk-based Backup with Data Deduplication Ensures Reliability and Low Cost

As the need for reliable data security and auditable continuity plans grows, more and more government agencies are turning from traditional tape solutions to disk-based backup systems. After evaluating various solutions, many federal government agencies selected ExaGrid’s disk-based backup with data de-duplication system.

ExaGrid combines last backup compression along with data de-duplication, 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 de-duplication is performed post-process after the data is stored to reduce data. When used to replicate data between two or more sites, ExaGrid systems are extremely efficient because only the byte-level changes are moved across the WAN, so only about 1/50th of the data needs to traverse the WAN. Additional backup application site licenses are not required for second site ExaGrid systems.

## Leveraging Existing Backup Application Saves Time and Money

The ExaGrid system works in conjunction with a federal government agency’s existing backup application. Because ExaGrid is simply a disk-based target for the backup application, the agency does not incur any additional license or maintenance costs, and there is no need to have to learn a new backup application.

**EXAGRID™**

## Sample List of ExaGrid Federal Government Customers

- Army Fleet Support
- Defense Logistics Agency
- Department of Commerce
- Department of Justice
- DeWitt Army Hospital
- Library of Congress
- U.S. Environmental Protection Agency (EPA)
- U.S. Air National Guard Arizona
- U.S. Army MEDDAC
- US Dept of Interior, Bureau of Indian Affairs
- U.S. Federal Courts
- U.S. General Services Administration
- U.S. Holocaust Memorial Museum
- U.S. House of Representatives
- U.S. Navy Advanced Information Systems
- U.S. Senate
- Veterans Administration Southwest

## Scalability to Meet Future Backup Requirements

ExaGrid's scalability provides federal government agencies with an extra level of confidence because the system can easily grow to meet increased storage and regulatory demands over time.

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 GRID system with capacities of up to 100TB. Once virtualized, they appear as a single system to the backup server, and load balancing of all data across servers is automatic.

## Intelligent Data Protection

ExaGrid's turnkey disk-based backup system combines high quality SATA drives with byte-level data de-duplication, delivering a disk-based solution that is more cost effective than standard SATA drives. ExaGrid's byte-level data de-duplication technology stores only the changes from backup to backup instead of storing full file copies, reducing the amount of disk space 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.

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

ExaGrid can be used at a primary site and at secondary sites to supplement or eliminate offsite tapes with live data repositories for disaster recovery. When secondary sites are used, the cost savings can be even greater because ExaGrid's byte-level data de-duplication technology moves only changes, requiring minimal WAN bandwidth.

## ExaGrid is Available Through Government Wide Acquisition Contracts

### GSA

Intelligent Decisions Contract #: GS35F4153D  
ExaGrid is listed on Intelligent Decision's GSA Schedule 70. Federal and state agency customers can purchase ExaGrid directly from Intelligent Decisions.

### Promark Contract #: GS35F4342D

ExaGrid is listed on Promark's GSA Schedule. Promark is authorized to sell to hundreds of federal resellers nationwide. Federal agencies buy from their reseller of choice and the reseller buys from Promark.

### NETCENTS

Contract #: FA8771-04-D-0003  
The ExaGrid System is a featured Contract Line Item Number (CLIN) via the Air Force sponsored NETCENTS contract through one of its prime vendors, Multimax, Inc.

### SEWP IV

CDW-G Contract #: NNG07DA35B  
Intelligent Decisions Contract #: NNG07DA28B  
Softchoice Contract #: NNG07DA37B  
The ExaGrid System is a featured Contract Line Item Number (CLIN) via the NASA Scientific & Engineering Workstation Procurement contract vehicle (SEWP IV) through three of its prime vendors, CDW-G, Intelligent Decisions and Softchoice.

### ECS III

Contract #: 263-03-D-0538  
The ExaGrid System is a featured Contract Line Item Number (CLIN) via The Electronic Commodity Store III contract vehicle (ECS III) through one of its prime vendors, Intelligent Decisions.

### US Army ITES-2H (CHESS)

Contract #: W91QUZ-06-D-0003  
The ITES-2H (CHESS) contract was established to "Be the Army's "Primary Source" to support the Warfighter's Information Dominance objectives by developing, implementing, and managing Information Technology contracts that provide comprehensive hardware and software solutions with Enterprise-focused support services within the Army Knowledge Enterprise Architecture." All US Army departments and sub agencies must look to the ITES-2H contract first for any IT requirement.

### US Courts LAN BPS

Contract #: USCA-08-B-0010  
The ExaGrid System is a featured Contract Line Item Number (CLIN) via the US Courts LAN BPA contract through Intelligent Decisions and is available to any US Federal Court facilities nationwide and in US territories.