



Horizon Reduces Backup Window by 85% with ExaGrid-Veeam Backup Storage Solution



USA

Customer Overview

Horizon Food Group, Inc. (HFG) is based in San Diego, CA and is the parent company for a number of food industry acquisitions. Its operations include Ne-Mo's Bakery, a manufacturer of single serve snack cakes and related products that are sold primarily to the convenience store and food service channels, and La Tempesta which manufactures and sells specialty cookies, biscotti and related products to food service and specialty accounts among numerous other sweet snack products. HFG has two manufacturing plants in the Western USA and sells its products in all 50 states with the highest concentrations of customers on the east and west coasts.

Long, Problematic Backups Led to Search for a New Solution

Horizon Food Group used PHD Virtual data backup with Veritas Backup Exec to external hard drives for years. Because Horizon was completely virtualized, drives had to be manually swapped every day to ensure backup copies were in sync. At that time, there were three people on Horizon's IT staff. Today, network and system administration, and website and SharePoint administration are outsourced to two consulting companies, leaving one full-time position on the company's IT staff.

"We were having trouble – it grew to the point where we were having issues getting our backups done in a day. Backups would start and they'd still be running throughout the next day – taking between 20 and 22 hours to complete. It was horrible," said Roger Beard, Director of Information Systems for Horizon Food Group.

Horizon realized it was time to become efficient with backup storage, so three and a half years ago Beard began searching for a disk-based appliance. Horizon now backs up 30TB+ of data via an ExaGrid and off-site solution.

"I chose ExaGrid, and at the same time we went with Veeam. One thing I really love is that Veeam and ExaGrid are not static. It was good before and it's even better now, and they keep adding features and better integration. Both companies are very forward-thinking and progressive. I love the integration and continued development.

My backups continue to get faster and more efficient. I also have a Veeam backup repository that's offsite for my DR plan," stated Beard.

Recently, the ExaGrid team reached out to Horizon about a new Veeam integration feature and it proved to decrease backup by another 10-20%. "Boy, was my ExaGrid support engineer right! Our backups are finishing noticeably faster, and our off-sites are too! We stagger our backups now

Key Benefits:

- Reduced backup window 85% – from 20 hours to 3 hours
- 'Blazingly' fast restores
- ExaGrid R&D tightly aligned with Veeam – constantly bring new features to market
- Graded 'number one' vendor for customer support
- Repeatable success – easy to scale as data grows

"I am suitably impressed with the continued engagement of ExaGrid's R&D and how they bring new Veeam features to market. It's not 'pie in the sky' with ExaGrid and Veeam; it's where the rubber meets the road, the real deal. ExaGrid just works."

Roger Beard

Director, Information Systems



to the ExaGrid; we start at 5:45 p.m. with our last backup starting at 7:45 p.m., and everything is typically done by 8:30 p.m.," said Beard.

Restores from the Landing Zone Are 'Blazingly Fast'

Prior to ExaGrid, the biggest headache for Beard was when he had to perform a restore. "Somebody would report that they deleted a file four days ago and ask if we could please go find it. Our IT staff would have to go onto the backup tool, find what hard drive that file was on, pull that hard drive, and attempt the restore. In addition, we actually had to have a second disk enclosure because our backups were still happening at the same time, and we couldn't interrupt the process. It was really inconvenient. What's nice now is that I can do the restore from the ExaGrid landing zone with full confidence and at blazingly fast speed," said Beard.

Repeatable Success and the 'Real Deal'

"ExaGrid is very fast, very reliable and stable, and it's repeatable. Every day it's a success," said Beard.

"Just last week we turned a new integration feature on – I am suitably impressed with the

continued engagement of ExaGrid's R&D and how they bring new Veeam features to market. It's not 'pie in the sky' with ExaGrid and Veeam; it's where the rubber meets the road, the real deal. ExaGrid just works."

The ExaGrid system is easy to install and use and works seamlessly with the industry's leading backup applications so that an organization can retain its investment in its existing backup applications and processes.

In addition, ExaGrid appliances can replicate to a second ExaGrid appliance at a second site or to the public cloud for DR (disaster recovery).

'Number One' in Customer Support

"I would have to say, honestly, that ExaGrid is the best vendor from a support perspective. If I had to grade all my vendors, ExaGrid would be number one. My ExaGrid engineer is very proactive and helpful. I really like that," said Beard.

The ExaGrid system was designed to be easy to set up and operate. ExaGrid's industry-leading level 2 senior support engineers are assigned to individual customers, ensuring they always work with the same engineer. Customers never have to repeat themselves to various support staff, and issues get resolved quickly.

"ExaGrid brings me peace of mind. I know that sounds cliché, but I don't worry about my backups not finishing, because ExaGrid works with Veeam so tightly; it's a well-oiled, very stable platform. Even before people wake up and come into the office, backups are already complete and offsite. It just does its job, and does so very well. I don't worry about my backups not being there, I don't worry about not being able to perform a restore if needed, and I don't worry about my offsite backups not getting offsite. I can breathe easy since every backup job fires off a success email – I love those! It is very rare that I get a failure or a warning on anything," said Beard.

ExaGrid and Veeam

"ExaGrid knows Veeam software, and Veeam knows ExaGrid hardware. The initial setup was very smooth. Both companies knew what they were doing and what they were talking about, and I think that made all the difference. Both companies made it really simple. We were set up and working in a couple of hours," said Beard.

Veeam's backup solutions and ExaGrid's Tiered Backup Storage combine for the industry's fastest backups, fastest restores, a scale-out storage system as data grows, and a strong ransomware recovery story – all at the lowest cost.

ExaGrid-Veeam Combined Dedupe

Veeam uses changed block tracking to perform a level of data deduplication. ExaGrid allows Veeam deduplication and Veeam dedupe-friendly compression to stay on. ExaGrid will increase Veeam's deduplication by a factor of about 7:1 to a total combined deduplication ratio of 14:1, reducing the storage required and saving on storage costs up front and over time.

Unique Architecture

ExaGrid's award-winning scale-out architecture provides customers with a fixed-length backup window regardless of data growth. Its unique disk-cache Landing Zone allows for the fastest backups and retains the most recent backup in its full undeduplicated form, enabling the fastest restores.

ExaGrid's appliance models can be mixed and matched into a single scale-out system allowing a full backup of up to 2.7PB with a combined ingest rate of 488TB/hr, in a single system. The appliances automatically join the scale-out system. Each appliance includes the appropriate amount of processor, memory, disk, and bandwidth for the data size. By adding compute with capacity, the backup window remains fixed in length as the data grows. Automatic load balancing across all repositories allows for full utilization of all appliances. Data is deduplicated into an offline repository, and additionally, data is globally deduplicated across all repositories.

This combination of capabilities in a turnkey appliance makes the ExaGrid system easy to install, manage, and scale. ExaGrid's architecture provides lifetime value and investment protection that no other architecture can match.

About ExaGrid

ExaGrid provides Tiered Backup Storage with a unique disk-cache Landing Zone that enables fastest backups and restores, a Repository Tier that offers the lowest cost for long-term retention and enables ransomware recovery, and scale-out architecture which includes full appliances with up to 2.7PB full backup in a single system.

Learn more at www.exagrid.com.

