

ALL Erection & Crane Rental Constructs Cost-Effective, Faster Backup Solution with ExaGrid

CUSTOMER SUCCESS STORY

ALL
CRANE RENTAL
of Louisiana

"The ExaGrid was extremely cost-effective, and when we realized we could recover our investment in a little over a year, it was a no-brainer."

Patrick Rehmer
Systems Engineer
ALL Erection & Crane Rental

Customer Overview

Since 1964, the ALL Family of Companies has grown to become one of the largest crane and equipment rental companies in North America. The company offers its fleet of cranes, aerial work platforms, boom trucks, material handlers, and other lift equipment from strategic locations, providing rental, sales, service, and jobsite analysis to help customers get the right equipment for the job. The company is based in Independence, Ohio.

Costly Backups with Managed Service Provider

The IT department at the ALL Erection & Crane Rental decided to look for an in-house backup solution to help alleviate the high cost of backing up data to its managed service provider (MSP). The company had been in the process of combining servers from 28 of its divisions into one domain, but as the amount of data grew, so did the cost of backing up and managing it remotely.

"As we went further and further into the process of bringing our various servers together, it became apparent that not only would it be extremely expensive to back everything up remotely, but it would be inconvenient as well," said Patrick Rehmer, systems engineer at ALL Erection & Crane Rental.

After looking at various backup approaches, the company decided to purchase a disk-based backup system with data deduplication from ExaGrid. The ExaGrid system works in conjunction with the company's existing backup application, Symantec Backup Exec.

"I knew from experience that tape would be too slow, so we immediately began looking at disk-based solutions. We liked ExaGrid's deduplication technology, its scalability, and the fact that we could replicate data for disaster recovery," said Rehmer. "The ExaGrid was extremely cost-effective, and when we projected we could recover our investment in a little over a year, it was a no-brainer."

Faster, More Convenient Backups and Restores

Rehmer said that backing data up to the ExaGrid system is considerably faster than backing up to its MSP. The company currently performs a full backup every weekend. Typically, backups to the ExaGrid kick off on Friday nights and run until early Monday morning.

"Backups to the ExaGrid system are definitely a lot faster," said Rehmer. "It's also wonderful to have so much data at our fingertips in case we need to restore a file. When our data was offsite, we couldn't always restore a single file or just a mailbox. Oftentimes, we had to restore all of our Exchange data just to get at a file. Restoring data from the ExaGrid is so much faster and more convenient. We can easily restore the data we want with a touch of a button."

Data Deduplication Maximizes Disk Space

ExaGrid's built-in data deduplication technology ensures that the company can maximize retention. Currently, the company is seeing data deduplication ratios of up to 24:1.

"ExaGrid's data deduplication technology does a fantastic job at reducing our data. We looked carefully at different deduplication approaches, and ExaGrid's post-process method makes a lot of sense; since the data is deduped after it hits the landing zone, our backups run as fast as possible," said Rehmer.

EXAGRID[™]

ExaGrid combines last backup compression along with data deduplication, 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 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.

Easy Installation, Superior Customer Support

Rehmer said that he worked with an ExaGrid support engineer to install the system and he found the process easy and straightforward.

"Our ExaGrid customer support engineer has been fantastic from the start," said Rehmer. "He coached me through the install and has consistently provided an extremely high level of support, even when my question isn't necessarily related to the ExaGrid product. We've been thrilled with support."

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.

GRID Architecture Provides Scalability to Meet Future Needs

Because the ALL Family of Companies has experienced rapid data growth, scalability was a critical factor in choosing a backup system. 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 system with capacities of up to a 130TB

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.

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.

"Our data just keeps growing and growing, but we're confident that the ExaGrid will be able to scale to meet our needs far into the future," said Rehmer. "The ExaGrid system was a great choice for our organization."

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's turnkey disk-based backup system combines high quality SATA drives with zone-level data deduplication, delivering a disk-based solution that is more cost effective than standard SATA drives.

ExaGrid's zone-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 is 25 to 30% the cost of standard SATA drives.

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.

For more information about ExaGrid, please visit us at www.exagrid.com or call us at 1-800-868-6985.