

# ExaGrid Helps ASGCO Alleviate Backup Pain

CUSTOMER SUCCESS STORY



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Daniel W. Keuler  
IT Manager  
ASGCO Manufacturing, Inc.

## Customer Overview

ASGCO Manufacturing, Inc. is a leading manufacturer of proprietary bulk conveyor components and accessories that enhance material flow performance. ASGCO's six major divisions serve specific targets of the material handling industry and are marketed through selected distributors, joint ventures, and representatives worldwide. The company was founded in 1971 and is located in Allentown, Pennsylvania.

## ExaGrid System Purchased to Address Problematic, Inconsistent Backups

ASGCO had been backing up its data to tape, but constant issues with the company's tape drive and backup server meant that backups weren't always completed properly. In addition, the company's IT staff spent hours each week troubleshooting, juggling backup jobs, and managing tape.

"Dealing with our backup environment was a never-ending battle. We'd get the system working for a period of time, and then it would begin failing again, so our backup jobs weren't getting completed correctly. We were missing backup windows and were constantly juggling jobs to try and get everything backed up," said Daniel Keuler, IT manager at ASGCO. "We began looking for a solution that would improve the stability and consistency of our backups and decided to purchase the ExaGrid system."

At ASGCO, ExaGrid's disk-based backup system with data deduplication works along with the company's existing backup application, Symantec Backup Exec, to back up and protect a wide range of corporate data, including Exchange server data and general business files from both physical and virtual machines.

"Tight integration with Backup Exec was important to us because we didn't want to change backup applications. The ExaGrid system works extremely well with Backup Exec, which helped with our learning curve," said Keuler.

## Data Deduplication Maximizes Disk Space

ExaGrid's zone-level data deduplication technology automatically reduces the amount of data ASGCO stores so that the company can keep as much retention as possible.

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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.

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## Easy Setup and Management

Keuler said that he installed the ExaGrid system over a year ago and hasn't had to touch it since.

"Installing the ExaGrid system was painless. We just called up ExaGrid when we racked the machine, and our support engineer walked us through the installation process. It was up and running in no time, and we haven't had to touch it in over a year," he said. "We spend virtually no time at all managing backups now."

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.

"The fact that we have a dedicated customer support engineer is wonderful. He's familiar with us and our environment and is always available to answer our questions," Keuler said.

## GRID Architecture Ensures Scalability

"One of the strongest points about the ExaGrid system is its GRID architecture. It's reassuring to know that we can easily scale the system at some point in the future by simply adding another device," he said.

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 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.

"The ExaGrid is an extremely reliable system. Our backup jobs are completed every night without fail, and I've been able to significantly reduce the amount of time I spend managing and troubleshooting backup jobs. Installing the ExaGrid has made my life much easier," said Keuler.

## 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).

## 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.

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.

## 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](http://www.exagrid.com) or call us at 1-800-868-6985.**