



# Century Arms Optimizes Backups and Maximizes Storage with ExaGrid-Veeam Solution



USA

## Key Benefits:

- Century Arms maximizes backup storage space with combined ExaGrid-Veeam deduplication
- ExaGrid support assisted Century Arms in scaling and re-configuring its systems to establish cross-replication
- Internal customers 'very happy' with data restores that now take just minutes
- ExaGrid system sends email alerts and daily reports for easy maintenance

**"Using ExaGrid eases my worries about backup so I can focus my attention on other projects...I'm really sold on the ExaGrid system – I can't imagine using anything else! Beyond the product itself, the customer service is amazing!"**

### Keith Simpson

IT Systems Administrator

## Customer Overview

*For over 50 years, Century Arms has provided unique and affordable products to the American collector, hunter, and target shooter. That tradition is carried on today, with a state-of-the-art manufacturing facility located in Vermont, as the company continues to offer unique, innovative, and quality products to the United States consumer as well as the United States Government.*

## Leveraging Backup Solution to Its Full Potential

When Keith Simpson first started as the IT systems administrator at Century Arms, he realized that the company's backup environment was not being used to its fullest potential. The company had been backing up its virtual machines (VMs) on ESXi servers using Veeam to a two-site ExaGrid system; however, Simpson found that during the transition of IT staff, the ExaGrid systems were no longer being utilized, so he made it a priority to evaluate the backup environment and reestablish backups to ExaGrid.

"We had an ExaGrid appliance in our main facility and another at our executive office, halfway across the nation," said Simpson. "I decided to establish cross-replication between the sites. Neither of the ExaGrid systems were being utilized when I started, so I quickly learned as much as possible about ExaGrid and Veeam, and contacted an ExaGrid support tech, who was helpful in assessing our next steps. We determined that we needed to add a new appliance to our system in order to have enough storage to establish cross-replication. Now, we have a hub-and-spoke configuration and not only a viable backup schedule here at our main site, but also offsite replication happening at the same time. That provides us with peace of mind, knowing that we have multiple backups on- and off-site, should the worst- case scenario happen."

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.

## Data Deduplication Maximizes Storage

Simpson looked to his ExaGrid support engineer to help him with data deduplication issues when he first initialized the ExaGrid-Veeam solution. "We're able to maximize our storage space with the deduplication we get from ExaGrid and Veeam. Initially, our settings were incorrect in Veeam, but with our support engineer's help, we adjusted the settings, and our ratios have since been steadily climbing."

ExaGrid and Veeam can instantly recover a file or VMware virtual machine by running it directly from the ExaGrid appliance in the event that the file is lost, corrupted or encrypted or the primary storage VM becomes unavailable. This instant recovery is possible because of ExaGrid's Landing Zone – a high-speed disk cache on the ExaGrid appliance that retains the most recent backups in their complete form. Once the primary storage

environment has been brought back to a working state, the VM backed up on the ExaGrid appliance can then be migrated to primary storage for continued operation.

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.

## Short Backup Windows and Quick Restores

Simpson backs up Century Arms' data in daily incrementals and a weekly full, and is impressed with the short backup windows. "The daily incrementals take between 30 and 90 minutes, depending on the amount of new data stored since the last backup. The full weekly backup takes a few hours. The backup windows work well with our schedule, and I set everything to run when no one is in the office, so the jobs usually start around 9:00 p.m. I like that the system emails me a report every morning about the success of the backups."

Simpson has been impressed with how quickly data is restored from ExaGrid's landing zone. "Our Accounting office had accidentally deleted a folder and was very happy that I was able to restore it in just ten minutes!"

ExaGrid writes backups directly to a disk-cache Landing Zone, avoiding inline processing and ensuring the highest possible backup performance, which results in the shortest backup window. Adaptive Deduplication performs deduplication and replication in parallel with backups for a strong recovery point (RPO). As data is being deduplicated to the repository, it can also be replicated to a second ExaGrid site or the public cloud for disaster recovery (DR).

## Easy System Maintenance with Proactive Customer Support

"Using ExaGrid eases my worries about backup so I can focus my attention on other projects. The system periodically 'phones home' and sends an alert if there's an error, which triggers my ExaGrid support engineer to reach out to me and see if she can help," said Simpson.

"This has been my first experience using ExaGrid, and my support engineer has bent over backward to make sure everything is running smoothly while I've been learning my way around the system. I'm really sold on the ExaGrid system – can't imagine using anything else! Beyond the product itself, the customer service is amazing!"

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. Customer's never have to repeat themselves to various support staff, and issues get resolved quickly.

## ExaGrid and Veeam

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.



## 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](http://www.exagrid.com).