



ExaGrid-Veeam Solution Provides Consistency to Essex Industries' Backup Environment

CUSTOMER SUCCESS STORY



"With any service, the value is in the support and the people you work with. Over the years, we've weeded out the products that don't work right or the ones that make us cringe when we have to call support. ExaGrid is one of our favorite products to work with, especially because of its high-quality support."

Andy Hagen
Manager of IT

Customer Overview

Founded in 1947 by Harold and Sidney Guller in their father's basement in Saint Louis, Essex Industries has grown to four facilities, with over 200,000 square feet and 400+ employees. The Gullers' first product, an F-214 Radio Noise Filter, was designed to meet a specific requirement for that aircraft. Over the past seven decades, the product range has grown to include a variety of Platform Controls and Aircraft Components. As a result, Essex Industries has been a part of virtually every major military and commercial aerospace program since 1947. Today, Essex is recognized for its core product segments of Platform Controls, Aircraft Components, Emergency Breathing Equipment, LOX Equipment and Gas Regulators.

ExaGrid-Veeam Solution Replaces Backup Exec Appliance and Software

The IT staff at Essex Industries had been backing data up to a Backup Exec appliance, using the built-in Backup Exec software. "That solution was pretty unreliable," said Andy Hagen, manager of IT at Essex Industries. "We dealt with hardware issues and failed backups, and we decided we needed a better solution."

When Hagen and his team started researching other backup solutions, they came across ExaGrid, and then he realized he was using the ExaGrid notebook he had received at an ExaGrid event in the past, and recalled the "great" sales pitch the ExaGrid team gave about the tiered backup solution. After narrowing down potential backup options, Hagen decided to replace Backup Exec software and hardware entirely with ExaGrid and Veeam.

Though he had previously used an end-to-end solution, Hagen was impressed with the integration between ExaGrid and Veeam, and how easy it was to set up the new backup system. "Installation was very simple. We worked with our assigned ExaGrid support engineer and he helped us get our ExaGrid system working with Veeam. Since then, we've installed additional ExaGrid appliances and I've been able to configure them to work with Veeam by myself, because ExaGrid is already preloaded in the



Appliances section of the Veeam menu, so it's as easy as pressing a button," he said.

The combination of ExaGrid's and Veeam's industry-leading virtual server data protection solutions allows customers to utilize Veeam Backup & Replication in VMware, vSphere, and Microsoft Hyper-V virtual environments on ExaGrid's Tiered Backup Storage. This combination provides fast backups and efficient data storage as well as replication to an offsite location for disaster recovery. Customers can use Veeam Backup & Replication's built-in source-side deduplication in concert with ExaGrid's disk-based backup system with Adaptive Deduplication to further shrink backups.

'Faster and Consistent Backups' and Quick Restores

Essex Industries has a large amount of data to back up, from Exchange and SQL data, to other application servers and its PDM environment. "We're a manufacturing

Key Benefits:

- Essex Industries replaces unreliable Backup Exec solution with ExaGrid and Veeam
- ExaGrid and Veeam 'work flawlessly together'
- Backups are 'critical' to Essex Industries, and now they are 'faster, more consistent and without any errors'
- Essex Industries values ExaGrid's reliability and quality support



design company, so it's critical that data, like our engineering drawings, is backed up correctly," said Hagen, who backs up the company's data on a nightly and weekly basis, in addition to a monthly backup that is kept for retention. "Now that we've switched to the ExaGrid-Veeam solution, our backup jobs are faster and consistent, without any errors," he said.

Hagen has also found that restoring data is a quick process, usually taking "a minute or two." In addition, he is pleased with the restore performance during quarterly backup tests. "During the test, we run through all of our critical servers, and try to hit one file from every server, and we're able to restore 70 servers within a couple of hours," he said.

Since switching to the ExaGrid-Veeam solution, Hagen has been able to add a yearly backup in addition to the monthly backups stored for longer-term retention, as the backups take up less of the storage space, due to deduplication.

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 so that an RTO and RPO can be easily met. Available system cycles are utilized to perform deduplication and offsite replication for an optimal recovery point at the disaster recovery site. Once complete, the onsite data is protected and immediately available in its full unduplicated form for fast restores, VM Instant Recoveries, and tape copies while the offsite data is ready for disaster recovery.

'The Value is in the Support'

Hagen appreciates ExaGrid's approach to customer support—working with an assigned support engineer on installation, upgrades, and any issues that might come up. "Our ExaGrid support engineer has been helpful with any questions we've had. We replicate our backups to a secure cloud repository, and we had some issues with the replication when we first starting using it. The cloud's support team was not very helpful, but my ExaGrid support engineer spent days helping us troubleshoot so that it works like it's supposed to," he said.

About ExaGrid

ExaGrid provides tiered backup storage with a unique disk-cache Landing Zone, long-term retention repository and scale-out architecture. ExaGrid's Landing Zone enables the fastest backups, restores, and instant VM recoveries. The retention repository offers the lowest cost for long-term retention. ExaGrid's scale-out architecture includes full appliances in a scalable system. Learn more at www.exagrid.com.

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