

# Financial Institution Banks on Disk Backup With Deduplication for Faster, More Efficient Backups

CUSTOMER SUCCESS STORY



**BankWest**  
Bank of Western Australia Ltd

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**Terry Kuxhaus**  
IT Manager  
BankWest

## Customer Overview

BankWest provides banking services throughout central and western South Dakota. Headquartered in Pierre, South Dakota and with 13 branches in the state, BankWest is the 9th largest FDIC-insured financial institution in South Dakota.

## Fast Growth and Increased Data Lead to Backup Woes

BankWest operates a central data center at its main location in Pierre, South Dakota with traffic flowing through the bank's WAN environment out to the other 13 branches. Over the last few years, BankWest has grown substantially. As the institution grew, so did its data which included additional resources the bank needed to now manage and back up. BankWest's IT department found it more and more difficult to keep up with backup demands using tape.

"Our previous tape backup solution was not robust enough or fast enough to handle the amount of load we had," said BankWest IT Manager Terry Kuxhaus. "It was going to be even more of a headache to try to manage backups going forward using tapes. We had to do something."

According to Kuxhaus, the bank could not maintain its backup window. His team would start a full backup on Friday and it would be completed the following Monday or Tuesday often delaying the differentials scheduled Monday – Thursday.

"It was such a struggle to keep ahead of our backups. We would barely get caught up and another full backup would kick off again," said Kuxhaus.

## Two-site Disk System Provides Cost-effective and Efficient Primary Backup and DR

After hitting the wall on its backups, the bank decided to look for a new backup solution

that could not only provide faster and more reliable backups, but also scale as the bank continues to grow and its data requirements increase. According to Kuxhaus, the bank looked into upgrading its tape drives with new hardware and compared that with moving to a disk-based system.

"After evaluating all of our options and comparing tape and disk, it was clear that a disk was the best solution for us," said Kuxhaus. "Continuing with tape was going to cost us too much money and it wouldn't provide us with the scalability that we had to have."

According to Kuxhaus, BankWest selected ExaGrid's disk-based backup system because of its powerful deduplication technology, its ability to easily scale and low cost.

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The bank purchased a two-site ExaGrid system and installed one unit in its data center for primary backup and a second system offsite at one of its branches for data replication. The ExaGrid systems work alongside the bank's existing backup application, CommVault Galaxy Backup and Recovery solution. The need for tape has been reduced to just a monthly archive with all of the bank's production and daily backups now processing through CommVault and going directly to ExaGrid.

**EXAGRID™**

## Backup Window, Administrative Work Greatly Reduced

Since implementing ExaGrid, BankWest has seen dramatic results. The company's backup window has been cut from three to four days to now only about six to eight hours. In addition, BankWest's IT department saves about four hours a week that used to be spent on administering and managing tape.

"Being able to write to disk to ExaGrid made the managing of our backups 10 times more efficient. We were spending several hours a week before just holding the tape library's hand and monitoring tapes and switching them back and forth," said Kuxhaus. "Now, we are only spending a matter of minutes just to verify that everything is running smoothly."

## Scalability to Grow as Financial Institutions Grow, Superior Customer Support

The ExaGrid system can easily be scaled to meet increased demand. 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 100TB 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.

ExaGrid's trained, in-house engineers provide dedicated support to individual accounts.

"We've had a great relationship with ExaGrid's customer support team," said Kuxhaus. "We have a dedicated support person who is very knowledgeable and responsive. We couldn't ask for better."

## 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 CommVault Galaxy: a Powerful Combination

CommVault Galaxy Backup and Recovery software contains extensive capabilities to simplify the management of backup media resources. Galaxy software writes backup data to a broad collection of storage devices, including disk as a media target. This ability to write to magnetic disk as a functional equal of all other media types while exploiting the random access nature of the disk media sets Galaxy software apart.

Organizations using Galaxy can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as Galaxy, providing faster and more reliable backups and restores.

## Intelligent Data Protection

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

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.**