



# Fortuna Entertainment Group Chooses ExaGrid and Veeam for Enterprise Backup Solution

CUSTOMER SUCCESS STORY

# FEG

FORTUNA ENTERTAINMENT GROUP

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**Juraj Hutyra**  
Group IT Infrastructure Engineer



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## Key Benefits:

- The integration between ExaGrid and Veeam provides a ‘seamless experience’
- Deduplication saves FEG on storage capacity
- Backup performance improved by ExaGrid-Veeam solution
- ‘Stand-out’ ExaGrid Support helps IT staff keep the backup environment running smoothly

## Customer Overview

Fortuna Entertainment Group N.V. (FEG) is the leading Central European omni-channel betting and gaming operator. Originally a Czech firm, it has grown into an international holding company which now also operates on the Slovak, Polish, Romanian and Croatian markets. FEG is currently the largest central European betting operator, employing over 7,000 people.

FEG offers a wide range of online and offline betting and gaming products, including pre-match and live betting on variety of sporting and social events, as well as online gaming. FEG is proud to be the betting and gaming industry trendsetter and innovation leader with over 30 years of experience. However, the company thinks big and aims to become a leading licensed omni-channel betting and gaming operator in Europe with the most trusted and exciting brands.

## ExaGrid and Veeam Chosen for Enterprise Backup Solution

Fortuna Entertainment Group (FEG) decided to invest in an enterprise-level solution for its backup environment, choosing Veeam and ExaGrid Tiered Backup Storage after research highlighted the strong partnership between the two.

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.

ExaGrid systems were installed at multiple company locations. “Our assigned ExaGrid support engineer guided us through the installation,” said Juraj Hutyra, group IT infrastructure engineer at FEG.

The ExaGrid system is easy to install and use and works seamlessly with all of the most frequently used backup applications, so an organization can retain its investment in existing applications and processes.



In addition, ExaGrid appliances can be used at primary and secondary sites to supplement or eliminate offsite tapes with live data repositories for disaster recovery.

## ExaGrid’s Integration of Veeam Data Mover Optimizes Backups

The backup solution backs up FEG’s data on a daily, weekly, and monthly basis, depending on the type of data. The company has a wide variety of data to back up, from SQL databases to application data to infrastructure services. Juraj has been very pleased with the backup performance provided by the ExaGrid-Veeam solution.

“Our largest backup jobs only take a few hours. The real benefit of the ExaGrid-Veeam solution is how it creates synthetic fulls. Weekly and monthly backups usually run a long time, but utilizing the synthetic fulls really reduces the runtime,” said Juraj.



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.

ExaGrid has integrated the Veeam Data Mover so that backups are written Veeam-to-Veeam versus Veeam-to-CIFS, which provides a 30% increase in backup performance. ExaGrid is the only product on the market that offers this performance enhancement. Because ExaGrid has integrated the Veeam Data Mover, Veeam synthetic fulls can be created at a rate that is six times faster than any other solution. ExaGrid stores the most recent Veeam backups in unduplicated form in its Landing Zone, has the Veeam Data Mover running on each ExaGrid appliance, and has processor in each appliance in a scale-out architecture. This combination of Landing Zone, Veeam Data Mover, and scale-out compute provides the fastest Veeam synthetic fulls versus any other solution or configuration on the market.

## ExaGrid-Veeam Combined Deduplication Saves on Storage

Juraj has been impressed with the deduplication achieved with the ExaGrid-Veeam solution, which provides savings on storage capacity. "We're getting a high deduplication ratio, thanks to the way that ExaGrid and Veeam integrate, which averages at 9:1 for our database and application data. The two work so well together, providing a seamless experience," 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](http://www.exagrid.com).

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Veeam uses the information from VMware and Hyper-V and provides deduplication on a "per-job" basis, finding the matching areas of all the virtual disks within a backup job and using metadata to reduce the overall footprint of the backup data. Veeam also has a "dedupe friendly" compression setting which further reduces the size of the Veeam backups in a way that allows the ExaGrid system to achieve further deduplication. This approach typically achieves a 2:1 deduplication ratio.

ExaGrid is architected from the ground up to protect virtualized environments and provide deduplication as backups are taken. ExaGrid will achieve up to 5:1 additional deduplication rate. The net result is a combined Veeam and ExaGrid deduplication rate of upwards to 10:1, which greatly reduces the amount of disk storage required.

## 'Stand-Out' ExaGrid Support

Juraj appreciates working with an assigned ExaGrid support engineer to assist with FEG's backup environment. "I'm in touch with my ExaGrid support engineer on a weekly basis, and he helps with more than just backups, but also with troubleshooting and fine-tuning our system, and helping us through the update process when those are available," he said. "I like working with the same person all of the time because he is familiar with the specifics of our environment. ExaGrid's support really stands out."

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 level 2 engineers who are assigned to individual accounts. The system is fully supported, and was designed and manufactured for maximum uptime with redundant, hot-swappable components.



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