

ExaGrid is Backup Solution of Choice for Foley, Inc.

CUSTOMER SUCCESS STORY



FOLEY **CAT**

"I highly recommend the ExaGrid system. It's easy to use, and its deduplication technology works extremely well."

Dave Cracchiolo
Network Administrator
Foley, Inc.

Customer Overview

Headquartered in Piscataway, New Jersey, Foley, Inc. has been a Caterpillar equipment dealer since 1957, spanning three generations of the Foley family. Foley partners with industry-leading contractors in fields such as utility and transportation, asphalt and paving, and landscape management to provide its customers with solutions that help them build and power a better place to live.

Problematic Tape Backups Strained IT Staff

Foley's three-person IT department supports nearly 400 users, so it's critical that routine processes like nightly backups run as efficiently as possible. When the company's IT staff became overburdened with tape library issues and long backup times, Foley decided the time was right to search for a new solution.

"Our nightly differential backups were taking 12 hours or more, and we were having lots of issues with tape," said Dave Cracchiolo, network administrator at Foley. "It was becoming clear to us that tape wasn't an efficient or stable way to back up our data for the long term, so we decided to look for a disk-based solution to improve the speed and reliability of our backups."

ExaGrid Reduces Nightly Backups from 12 to 3 Hours

Foley purchased an ExaGrid disk-based backup system with data deduplication after considering solutions from EMC Data Domain and CommVault. The ExaGrid system works with EMC's NetWorker to back up and protect Foley's data.

"The ExaGrid system was the most cost-effective solution we looked at, and we were impressed with how easy it was to use," said Cracchiolo. "Also, ExaGrid's data deduplication was top-notch. It's a very quick, efficient, and reliable solution." Cracchiolo said that since installing the ExaGrid system, the company's backup times have been significantly reduced.

Nightly differential backup times have been cut from twelve hours to three hours, and full backups have been cut in half from 96 hours to less than 48 hours.

"Our backups are so much more efficient now, and restores are incredibly fast. We can restore small files in seconds, and larger files can be brought back in minutes," he said. "Another advantage is that we're able to retain 90 days of backups on the system, so we have rapid access to a great deal of history in case we need it."

Data Deduplication Rates as High as 37:1

"ExaGrid's data deduplication technology has been extremely effective at compressing our data. In particular, it's worked phenomenally with our SQL data, and we're seeing dedupe rates of 37:1," said Cracchiolo.

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.

EXAGRID™

Easy Installation and Management

"We worked closely with our ExaGrid customer support engineer to set the system up, and it's been smooth sailing ever since," said Cracchiolo. "We really like ExaGrid's approach to support. Oftentimes, we find that products run well out of the box, but support doesn't live up to our expectations. We've had an excellent experience with ExaGrid's support. Our support engineer is responsive and knows his way around the system."

Cracchiolo said that ExaGrid's user-friendly interface makes managing the system easy.

"We're saving a tremendous amount of time on management and administration. I probably look at the ExaGrid system once or twice a month to make sure things are running smoothly, but we really haven't had any issues. It's a very reliable solution," he said.

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.

Scalability to Grow

Cracchiolo said that Foley has already expanded the ExaGrid system to handle increased amounts of data.

"The system is easily scalable. We recently added an EX5000 to our EX2000, which will give us an additional 9TB of disk space. We estimate that we'll be able to put about 50TB of compressed data onto the system," he said.

The ExaGrid system can easily scale to accommodate more data as the company's data grows. 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.

"I highly recommend the ExaGrid system. It's easy to use, and its deduplication technology works extremely well," said Cracchiolo. "Having the ExaGrid system in place means that there's one less thing for me to worry about. Our backups run flawlessly day in and day out."

ExaGrid and EMC NetWorker

Organizations using NetWorker can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as NetWorker, providing faster and more reliable backups and restores. In a network running NetWorker, 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 or call us at 1-800-868-6985.

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.