

Municipality Designs New Storage Strategy and Eliminates Tape, Chooses ExaGrid for Its Integration with Veeam

CUSTOMER SUCCESS STORY



"My assigned customer support engineer has a high level of knowledge about my system and environment, so when I speak to him, he doesn't act as if I am speaking in riddles, which I have experienced with other vendors."

Marc de Ruiter
System Engineer

Key Benefits:

- Disk-based storage eliminates the manual maintenance of tape
- ExaGrid customer support helps optimize backup process
- Integration of ExaGrid with Veeam is straightforward and easy-to-use
- Scalability of ExaGrid system helps Gemeente Lingewaard reach final backup design goal

Customer Overview

Gemeente Lingewaard is a municipality in the eastern Netherlands made up of eight villages, including Angeren, Bommel, Doornenburg, Gendt, Haalderen, Huissen, Loo, and Ressen. Lingewaard lies within the Gelderse Poort National Landscape, a popular area for hiking and cycling known for its beautiful river scenery, and is well known for its greenhouse horticulture district.

Lengthy Wait Time with Tape

Marc de Ruiter, the system engineer at Gemeente Lingewaard, had been backing up user data (which has longer retention requirements) to tape disk-to-disk-to-tape (D2D2T) strategy using NetApp NDMP. He was frustrated with the overall maintenance involved with tape, as well as the amount of time the tape library was in use for backup. Sometimes, it took more than three days to comply with a restore request. "I had to wait until the backup to tape had run. Then, finally, I could make the restore to satisfy the customer," remarked de Ruiter.

In Search of the Right Solution

Switching from NetApp to Atlantis USX as a storage solution proved cost effective. But since Atlantis USX didn't support NDMP, another protocol was needed to stream small user files to backup. de Ruiter tried the existing D2D2T backup strategy with Veeam, which he had already been using for other VMs. Ultimately, de Ruiter found that while backing up to tape with Veeam was possible, it was not the best solution, as it was even more time-consuming, and there was still the issue of finding time to do a restore.

At this point, de Ruiter began looking into other options. After finding Dell EMC Data Domain to be too expensive, he reached out to a vendor who recommended ExaGrid, which he decided to purchase and use with Atlantis USX and Veeam.

A Change in Plans Leads to Better Deduplication

While preparing for the installation of the new ExaGrid appliance, de Ruiter designed a



storage strategy to put the various devices and software to use. ExaGrid's customer support staff reviewed the strategy and recommended a change that seemed counterintuitive in the beginning but led to better deduplication rates in the long run.

"I had backups to file, and I wanted to make a backup with the Backup Copy Job function in Veeam and write it to ExaGrid from there. When the ExaGrid customer support engineer arrived for installation, he was quite helpful, but he didn't know if this was going to work like we intended, so we tested out my idea and scheduled a Copy Job to the ExaGrid share and found that the deduplication was really not spectacular," said de Ruiter.

"So I copied this backup cycle to tape, and then we started from scratch. We targeted the first backup of Veeam to ExaGrid, and then we copied it to an extra copy. The deduplication was way better than I experienced with the former scenario. That was the implementation, and it was proven to me that this was the right way to do it. As with the implementation of any new technology, one has to be a flexible and open minded with respect to the original design and planning."

EXAGRID[®]

'Proactive' Customer Support

"I like that ExaGrid's customer support is so proactive and quite concerned about the well-being of the system. My assigned customer support engineer has a high level of knowledge about my system and environment, so when I speak to him, he doesn't act as if I am speaking in riddles, which I have experienced with other vendors," remarked de Ruiter.

Along with ExaGrid's proactive customer support, de Ruiter finds the easy-to-use ExaGrid GUI a great way to monitor the health and activity of his system.

The New System Saves Time

Not having to manage the tape process saves de Ruiter time. "One of the advantages of the new system is that I can do everything from my desk, and I don't have to go over and fetch the tapes from another location, put them in the machine, see if they finish, and then bring them back to the other location. That kind of work is all gone."

ExaGrid is Part of Long-Term Plan

ExaGrid's scalability was a major selling point for de Ruiter, as he plans to add more appliances to his GRID and migrate all backups there. Noted de Ruiter, "Our final design goal is to implement a uniform way of backing up, with all existing backups migrating to ExaGrid as a backup platform."

The ExaGrid system can easily scale to accommodate data growth. ExaGrid's GRID computing software makes the system highly

scalable, and when plugged into a switch, appliances of any size or age can be mixed and matched in a single GRID system with capacities of up to a 1PB full backup plus retention and an ingest rate of up to 200TB per hour. Once virtualized, they appear as a single system to the backup server, and load balancing of all data across servers is automatic.

ExaGrid Integration with Veeam

When searching for the best backup storage solution for Gemeente Lingewaard, it was important to de Ruiter that the solution he chose worked well with Veeam. He commented, "I like Veeam as a product because it offers backup in a very simple, transparent way. It's very straightforward, as is its integration with ExaGrid."

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 disk-based backup system. This combination provides fast backups and efficient data storage as well as replication to an offsite location for disaster recovery. The ExaGrid system fully leverages Veeam Backup & Replication's built-in backup-to-disk capabilities and ExaGrid's zone-level data deduplication for additional data reduction (and cost reduction) over standard disk solutions. Customers can use Veeam Backup & Replication's built-in source-side deduplication in concert with ExaGrid's disk-based backup system with zone-level deduplication to further shrink backups.

About ExaGrid

ExaGrid provides backup storage with a unique landing zone and scale-out architecture. The landing zone provides for the fastest backups, restores and instant VM recoveries. The scale-out architecture includes full appliances in a scalable GRID and provides for a fixed-length backup window as data grows, eliminating expensive forklift upgrades. Learn more at www.exagrid.com.

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