



# Genetsis Group Chooses ExaGrid to Protect Client Data



SPAIN

## Key Benefits:

- ExaGrid offers strong integration with Veeam
- ExaGrid's comprehensive security meets compliance for client data
- Better backup performance offer peace of mind for Genetsis IT team
- ExaGrid's Cloud Tier to Azure allows for more options for client data
- "No limit for growth" with ExaGrid's scalability

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**José Manuel Suárez**  
IT Coordinator

## Customer Overview

*Headquartered in Madrid, Spain, Genetsis Group is composed of four enterprises specialized in the designing, development, and execution of digital transformation strategists. With more than 20 years of experience, their multidisciplinary team offers services along the complete digital value chain: from the designing of experiences focus on the user to the development of solutions that optimizes the business processes.*

## Genetsis Switches to ExaGrid and Veeam to Manage Large VM Environments

Genetsis Group spends each day configuring IT solutions for clients. In addition, their in-house backup solution for their own data is a top priority. Prior to using ExaGrid for both, their backup storage environment consisted of a NAS solution by Synology QNAP. The main reason they began looking for a new solution was that they needed to optimize performance for faster backups. They reached out to their provider in the channel and found that ExaGrid was highly recommended.

"We have used the Veeam Data Mover for many years, so we wanted to invest in something that had strong integration with Veeam. By using our channel provider in Spain, we arrived at ExaGrid. It all worked out very well, and here we are!" said José Manuel Suárez, IT Coordinator at Genetsis Group.

Genetsis provides a variety of services to their clients, and one of these is backup storage. Today, Genetsis uses Veeam and ExaGrid as their primary offering for backing up client data that consists of larger VMs, while they take advantage of Rubrik for smaller backup needs. "We have about 150TB being backed up to ExaGrid and around 40TB going to Rubrik for smaller jobs. We are incredibly happy with ExaGrid," said Suárez.

## Better Backup Options for Client Data

ExaGrid has an expert team of support engineers worldwide, and tens of thousands of ExaGrid systems have been installed and are supported in more than 80 countries. The IT team at Genetsis has been pleased with the availability and support that ExaGrid has provided locally, in Spain. "We evaluated ExaGrid, and the performance was obvious right away. Sometimes it is not only a matter of choosing between different solutions, but we depend on the solutions that are available to us by providers in Spain. It is not common for US manufacturers to work in Spain and provide the type of support that ExaGrid offers," said Suárez.



"With each virtual machine that we sell, we have many basic services associated. One of those services is backup storage. Included in the price of the virtual machine is one week of backups, daily backups with retention of one week, so seven copies of the last seven days. If the customer needs more retention, we can easily add monthly or yearly backups. With ExaGrid, we can also easily make the decision to send backups to Azure as needed per client," he said.

The ExaGrid Cloud Tier allows customers to replicate deduplicated backup data from a physical onsite ExaGrid appliance to the cloud tier in Amazon Web Services (AWS) or Microsoft Azure for an offsite DR copy.

The ExaGrid Cloud Tier is a software version (VM) of ExaGrid that runs in the cloud. The physical onsite ExaGrid appliances replicate to the cloud tier running in AWS or Azure. The ExaGrid Cloud Tier looks and acts exactly like a second-site ExaGrid appliance. Data is deduplicated in the onsite ExaGrid appliance and replicated to the cloud tier as if it was a physical offsite system. All features apply such as encryption from the primary site to the cloud tier in AWS or Azure, bandwidth throttle between the primary site ExaGrid appliance and the cloud tier in AWS or Azure, replication reporting, DR testing, and all other features found in a physical second-site ExaGrid DR appliance.

## Backup Performance is a Clear Differentiator

Since switching to ExaGrid, Suárez has noticed an improvement in ingest speed and backup performance. “The main difference with our backup offerings now is performance. We use ExaGrid and Veeam to back up large VMs that used to take several hours – terribly slow. It makes me happy to arrive at the office in the morning and receive the daily reports confirming all the backups were complete during the night, and so I don’t have to worry. I sleep better at night,” he said.

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 for a strong recovery point (RPO). As data is being deduplicated to the repository, it can also be replicated to a second ExaGrid site or the public cloud for disaster recovery (DR).



## “No Limit for Growth” with ExaGrid’s Scalability

“We back up more than 300 virtual machines to our ExaGrid system. As our client data has grown, we have added more ExaGrid appliances, and it is quite easy so there is really no limit for growth,” said Suárez.

The ExaGrid system can easily scale to accommodate data growth. ExaGrid’s software makes the system highly scalable – appliances of any size or age can be mixed and matched in a single system. A single scale-out system can take in up to a 2.7PB full backup plus retention at an ingest rate of up to 488TB per hour.

ExaGrid appliances contain not just disk but also processing power, memory, and bandwidth. When the system needs to expand, additional appliances are simply added to the existing system. The system scales linearly, maintaining a fixed-length backup window as data grows so customers only pay for what they need, when they need it. Data is deduplicated into a non-network-facing Repository Tier with automatic load balancing and global deduplication across all repositories.

## Security Features Meet Compliance for Client Data

Suárez finds that ExaGrid’s comprehensive security, which includes ransomware recovery, is key to offering the right solution for client data. “We have ExaGrid’s Retention Time-Lock feature turned on. It is a must-have nowadays. We feel confident with this feature and enjoy the daily reporting that we receive from ExaGrid. This is necessary for compliance. Most customers ask if their data backup is secure and want multifactor authentication. We needed a backup storage solution that does it all.”

ExaGrid appliances have a network-facing disk-cache Landing Zone where the most recent backups are stored in an undeduplicated format for fast backup and restore performance. Data is deduplicated into a non-network-facing tier called the Repository Tier, for longer-term retention. ExaGrid’s unique architecture and features provide comprehensive security including Retention Time-Lock for Ransomware Recovery (RTL), and through the combination of a non-network-facing tier (tiered air gap), a delayed delete policy, and immutable data objects, backup data is protected from being deleted or encrypted. ExaGrid’s offline tier is ready for recovery in the event of an attack.

## Quality Customer Support Keeps Productivity High

“One of the main reasons we chose ExaGrid was because of the great support we receive from our ExaGrid customer support engineer. When you buy a product, it is not only a matter of the quality of the product itself as the support that you receive. A product can be particularly good, but if you don’t know how to use it or if you have a problem that takes too long to receive support, that’s not good. With ExaGrid, that is not the case. Every time we needed something, our support engineer responds quickly. They are kind and always trying to help us. Very often, the ExaGrid support team has been proactive before we even reach out. They truly take care of us. The productivity is high each day for us and our clients.”

The ExaGrid system was designed to be easy to set up and operate. ExaGrid’s industry-leading level 2 senior support engineers are assigned to individual customers, ensuring they always work with the same engineer. Customers never have to repeat themselves to various support staff, and issues get resolved quickly.

## ExaGrid and Veeam

Veeam’s backup solutions and ExaGrid’s Tiered Backup Storage combine for the industry’s fastest backups, fastest restores, a scale-out storage system as data grows, and a strong ransomware recovery story – all at the lowest cost.

## About ExaGrid

ExaGrid provides Tiered Backup Storage with a unique disk-cache Landing Zone that enables fastest backups and restores, a Repository Tier that offers the lowest cost for long-term retention and enables ransomware recovery, and scale-out architecture which includes full appliances with up to 2.7PB full backup in a single system.

Learn more at [www.exagrid.com](http://www.exagrid.com).