

# Haskell & White Accounts for Better Backups with ExaGrid's Disk-based Backup with Data Deduplication Solution

CUSTOMER SUCCESS STORY

**HASKELL  
&  
WHITE** LLP  
CERTIFIED PUBLIC ACCOUNTANTS  
AND BUSINESS ADVISORS

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**Ky Nguyen**  
Network Administrator  
Haskell & White, LLP

## Customer Overview

As one of Orange County's largest locally owned accounting and consulting firms, Haskell & White LLP brings The Value of Experience to public and private middle-market companies throughout Southern California.

## Fast Data Growth Taxed Tape Libraries

The IT staff at Haskell & White is responsible for backing up data for its corporate office, located in Irvine, CA. Like most companies, their data was constantly growing and as such they needed to either replace their existing tape library or look for another solution.

"Our tape library was maxed out and I had a choice to make; either purchase a new tape library or find something that was affordable and would work better, said Ky Nguyen, Network Administrator for Haskell & White. "We needed a scalable solution that could eliminate our reliance on tape as well as a solution that would help us with a disaster recovery plan."

## Cost-Effective ExaGrid System Reduces Reliance on Tape, Built-in Data Deduplication Maximizes Use of Disk Space

Haskell & White chose a disk-based backup system with data deduplication from ExaGrid. The ExaGrid systems work along with Symantec Backup Exec™, Haskell & White's existing backup application.

"The right decision became very clear when we compared a new tape library to the ExaGrid System. With the ExaGrid, I no longer have to worry about my backups completing. The system just works," said Nguyen. "The ExaGrid was cost effective and its built-in data deduplication technology will enable us to really maximize disk space," he said.

ExaGrid's post-process data deduplication processes data after it has landed on the system, ensuring the fastest backup times possible.

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 storage consumption.

Since installing the ExaGrid system, the company has reduced its reliance on tape and has cut its nightly backup times by 50 percent. The company has also been able to save a considerable amount of money on tape and on labor costs.

"The speed of my backups since installing the ExaGrid System is incredibly fast. My backup times have been cut by nearly 50%, said Nguyen. I can literally restore a file with in just a couple of minutes."

## Responsive Customer Support

ExaGrid comes packaged as a turnkey appliance and was designed to be easy to deploy and manage and to deliver maximum uptime with redundant, hot-swappable components. All components are fully supported by ExaGrid's trained, in-house engineers dedicated to individual accounts.

**EXAGRID**™

"We've been extremely pleased with our ExaGrid support team. They have worked closely with us to make our backups faster and more efficient.

I like the fact that I have an assigned customer support rep that I can call as needed. He knows my system better than I do. They use their expertise to get to the root of a problem so that things get resolved quickly. Not only are they knowledgeable about the ExaGrid, but also our backup application," said Nguyen.

## Scalability to Accommodate Data Growth

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.

"The ExaGrid system has taken the headaches out of our daily backup processes. I don't have to worry anymore about our backups. The ExaGrid system enables us to work more effectively because we can now spend the time we used to spend on backups on higher priority things," said Nguyen.

## ExaGrid and Symantec Backup Exec

Symantec Backup Exec provides cost-effective, high-performance, and certified disk-to-disk-to-tape backup and recovery – including continuous data protection for Microsoft Exchange, SQL, file servers, and workstations. High-performance agents and options provide fast, flexible, granular protection and scalable management of local and remote server backups.

Organizations using Symantec Backup Exec can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as Symantec Backup Exec, providing faster and more reliable backups and restores. In a network running Symantec Backup Exec, 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 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.

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](http://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](http://www.exagrid.com).