

Sarnova Cuts Backup Times in Half with ExaGrid System

CUSTOMER SUCCESS STORY



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Don Hughes
Senior Network and
Systems Administrator
Sarnova

Key Benefits:

- System allows more efficient backups - does a 'fantastic' job at reducing data and speeding replication between sites
- Assigned customer support engineer is easily accessible to assist with 'anything above and beyond the normal course of business'
- Since installing the ExaGrid system, difference in backup processes is 'night and day'
- GRID architecture enables continued growth to meet future increased data volumes

Customer Overview

Sarnova is the leading specialty distributor of healthcare products across the continuum of care. The company is comprised of four major business units: Bound Tree Medical, DXE Medical, Emergency Medical Products and Tri-anim Health Services. Together, Sarnova offers more than 100,000 healthcare products to thousands of national emergency care providers, hospitals, advanced patient care facilities, schools/universities, businesses and federal government agencies. Sarnova is located in Dublin, Ohio.

Firm Selects Cost-effective Two-site ExaGrid System over EMC Data Domain to Streamline and Speed Backups

Sarnova had been backing up data from its corporate office and 15 warehouses to a network-attached storage device, but day-to-day maintenance and managing growing backup windows were taking up increasing amounts of IT staff time.

"Because we have a Windows storage server environment, we had to back up the operating system itself each time and we were constantly patching it. Backup tasks were taking a big chunk of time out of our day," said Don Hughes, senior network and systems administrator at Sarnova. "We finally started researching different solutions in hopes of reducing our backup windows, the time spent on managing backups, and improving disaster recovery."

Sarnova decided to look at disk-based backup products and chose a two-site ExaGrid system after also looking at other products, including an EMC Data Domain solution.

"The EMC Data Domain system was way out of our budget, but the ExaGrid provided the deduplication, replication, scalability and fast backup times we were looking for at a price we could afford," said Hughes.

The firm now backs data up to an ExaGrid system located in its colocation facility and replicates it nightly to a second system installed in its Dublin corporate datacenter for disaster

recovery. The ExaGrid system works along with the firm's existing backup application, Symantec Backup Exec.

Backup Times Reduced by 50%, Built-in Deduplication Reduces Amount of Data Stored

Hughes said that Sarnova backs up systems and servers constantly throughout the day but prior to installing the ExaGrid system, long backup times made it difficult to efficiently protect all of its data.

"With the ExaGrid system, we've been able to cut our backup times in half, so we can back up more effectively and more often than before," he said. "We're also freeing up network resources and CPU time so our network isn't as congested," he said. "ExaGrid's built in data deduplication does a fantastic job at reducing our data and speeding replication between sites, so we've been able to cut back on system resources."

ExaGrid combines standard compression along with zone-level 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. With ExaGrid disk-based backup appliances, backups are written directly to a disk landing zone, avoiding inline processing, and ensuring the highest possible backup performance resulting in the shortest backup window.

Adaptive deduplication performs deduplication and replication in parallel with backups while



providing full system resources to the backups for the shortest backup window. 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.

Intuitive Management Interface, Proactive Customer Support

The ExaGrid system is simple to use and manage, Hughes said, and he has learned he can count on the ExaGrid customer support engineer assigned to Sarnova's account for configuration assistance, questions, or concerns.

"The interface is pretty straightforward and easy to figure out. I just check the system daily to make sure that our backups are running properly and that's it," he said. "I rely on our ExaGrid customer support engineer to help out with anything above and beyond the normal course of business. He's easy to reach and knowledgeable. We've had a great support experience."

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

GRID Architecture Delivers Smooth Scalability

Hughes said that while ExaGrid's data deduplication technology reduces the amount of data stored, he's confident that if and when the firm's data grows beyond the system's capacity, its GRID architecture will enable it to seamlessly grow to meet the increased demand.

"We wanted a system that could grow with the company, and with ExaGrid's GRID architecture, we can simply snap in additional appliances to increase capacity and performance," he said.

ExaGrid uses a GRID-based configuration, so when the system needs to expand, additional appliances are attached to the GRID, bringing with them not only additional disk but also processing power, memory, and bandwidth. This type of configuration allows the system to maintain all the aspects of performance as the

amount of data grows. In addition, as new ExaGrid appliances are added to the GRID, the ExaGrid automatically load balances available capacity, maintaining a virtual pool of storage that is shared across the GRID.

"From a speed and day-to-day maintenance standpoint, there's a night and day difference in our backup processes since installing the ExaGrid system, and we're much more confident in our disaster recover strategy too," said Hughes. "Our backups pretty much take care of themselves now and it's taken a lot of extra work off my plate."

ExaGrid and Veeam

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.

Intelligent Data Protection

ExaGrid's turnkey disk-based backup system combines high quality disk drives with zone-level data deduplication, delivering a disk-based solution that is far more cost effective than simply backing up to straight disk. ExaGrid's patented zone-level deduplication reduces the disk space needed by a range of 10:1 to 50:1 by storing only the unique bytes across backups instead of redundant data. Adaptive deduplication performs deduplication and replication in parallel with backups while providing full system resources to the backups for the shortest backup window. Adaptive deduplication delivers the fastest backups, and as data grows, only ExaGrid avoids expanding backup windows by adding full appliances in a GRID. ExaGrid's unique landing zone keeps a full copy of the most recent backup on disk, delivering the fastest restores, instant VM recovery, "Instant DR," and fast tape copy. And, as data grows, ExaGrid saves up to 50% in total system costs compared to competitive solutions by avoiding costly "forklift" upgrades.

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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