

ExaGrid Furnishes Fast Backups and Restores for Spectrum Industries

CUSTOMER SUCCESS STORY



"We have been extremely pleased with the speed of our backups using ExaGrid. We're able to back up all of our data onto disk and it's seamless. Our backups are now streamlined and painless, and restores are nearly instantaneous. With ExaGrid, we know that backups are completed each night, we have room for future growth, and we have a disaster recovery scenario. It gives us a nice comfort level."

John Hancock
CIO
Spectrum Industries

Customer Overview

Spectrum Industries is a leading manufacturer of computer and office furniture, store displays and fixtures. Founded in 1968, Spectrum has designed and manufactured more than 3,000 products for office, plant, educational, governmental and retail environments. Based in Chippewa Falls, Wisconsin, Spectrum's products can be found in over 10,000 facilities across the United States.

Data Growth, Lack of Disaster Recovery Lead to Frustration

The IT staff at Spectrum Industries was having difficulty keeping up with its nightly backups. The firm had outgrown the capacity of its 10-tape drive, and had turned to a combination of disk and tape for nightly backups. Critical data, such as its ERP/MRP system was backed up to auxiliary hard drives, while the rest of its data was backed up to tape.

Weighing heavily on the IT staff was the lack of a disaster recovery plan. Because Spectrum kept its tapes and auxiliary hard drives on-site at its corporate office, the company had no centralized disaster recovery plan. Also, restores were difficult because Spectrum's tape rotation left the firm with only recent data, and restoring files from tape was a lengthy process.

"Using a combination of disk and tape wasn't the most effective way to perform backups and it didn't provide us with any sort of centralized disaster recovery plan," said John Hancock, CIO of Spectrum Industries. "We needed a comprehensive system that would provide us with smooth backups for all of our data and fast restores. We also needed a plan for disaster recovery." Hancock and his team began looking at alternative backup systems, and decided to seek a disk-based backup system over tape.

"As a technology, using tape for backups was frustrating because it seemed like every two years we had to scrap our tape system and buy a new one because the magnitude

of our data changes so fast," said Hancock. "Our ideal system would streamline our backups, be expandable enough to handle our data for the foreseeable future, and provide for a disaster recovery scenario."

Scalability, Approach to Data Reduction Key to Choosing ExaGrid

After researching several disk-based backup systems, Hancock chose ExaGrid. The ExaGrid system works alongside Symantec's Backup Exec.

"We were impressed at the level of response we received from ExaGrid. They listened and responded to our issues and needs better than any of the other competitors, and that was very important to us," said Hancock.

The ExaGrid system also met Spectrum's requirements for scalability, price and performance.

"The ExaGrid system offered all of the features we were looking for at an affordable price," said Hancock. "It's scalable and we're confident that it will meet our backup needs now and into the future. We never had that comfort level with tape."

ExaGrid's disk-based backup system is highly scalable, with a virtualized GRID architecture that enables organizations to start with an appropriate initial capacity and add additional capacity in 1, 2, 3, 4 or 5TB increments as needed.



"We were also very impressed with ExaGrid's approach to data reduction. It's unique among its competitors, and really made sense to us," said Hancock. "The fact that it keeps the most recent backup in its whole form and performs data de-duplication at the byte-level for previous backups means that it is extremely efficient."

ExaGrid's byte-level data de-duplication technology stores changes from backup to backup instead of storing full file copies. This unique approach reduces the disk space required by 10 to 50:1 or more, delivering unparalleled cost savings and performance. ExaGrid delivers fast backup performance because data is written directly to disk, and data de-duplication is performed post-process after the data is stored to reduce data.

For disaster recovery, Spectrum installed the ExaGrid system at its corporate headquarters in Chippewa Falls to provide backup services for its nearby Data Center. With its old, combination disk and tape backup approach, it used to take eight hours each night to back up data. With the ExaGrid system, the company is able to back up all of its data in two hours. Weekend full backups take less than 24 hours.

"We have been extremely pleased with the speed of our backups using ExaGrid," said Hancock. "We're now able to back up all of our data onto disk and it's seamless. Our backups are now streamlined and painless, and restores are nearly instantaneous. With ExaGrid, we know that backups are completed each night, we have room for future growth, and we have a disaster recovery scenario. It gives us a nice comfort level."

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.

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.

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 de-duplication, delivering a disk-based solution that is more cost effective than standard SATA drives. ExaGrid's byte-level data de-duplication technology stores only the changes from backup to backup instead of storing full file copies, reducing the amount of disk space needed by 10 to 50:1, or more, resulting in a solution that is 25 to 30% the cost of standard SATA drives.

ExaGrid is easy to install and use and works seamlessly with popular backup applications, so organizations can retain their investment in existing applications.

ExaGrid can be used at a primary site and at a second site to supplement or eliminate offsite tapes with a live data repository or for disaster recovery. When a second site is used, the cost savings are even greater because ExaGrid's byte-level data de-duplication technology moves only changes, requiring minimal WAN bandwidth.

For more information about ExaGrid, please visit us at www.exagrid.com or call us at 1-800-868-6985.