

# State Bank of Hawley Reduces Dependence on Tape, Establishes a More Reliable Disaster Recovery Solution via ExaGrid's Disk-Based Backup with Deduplication System

CUSTOMER SUCCESS STORY



State Bank of Hawley  
WITH OFFICES IN HAWLEY AND MOORHEAD

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**Rich Ulven**  
Assistant Vice President  
and IT Officer  
State Bank of Hawley

## Customer Overview

State Bank of Hawley is a full-service bank that offers traditional bank products, commercial loans, real estate loans, consumer loans, safe deposit boxes and IRAs. With branches in both Hawley and Moorhead, Minnesota, State Bank of Hawley is proud to have been helping businesses and individuals in the area grow and prosper for over 110 years.

## Looking for a More Efficient and Reliable Backup and Disaster Recovery Solution

State Bank of Hawley typically performed its backups on a daily basis, keeping two weeks of retention. For additional disaster recovery protection, State Bank of Hawley had a courier transport the backup tape to its other branch in Moorhead daily. The Moorhead branch, in turn, would transport its tape to the location in Hawley, also on a daily basis. "It was a continual shuffle," said Rich Ulven, assistant vice president and IT officer at State Bank of Hawley.

State Bank of Hawley researched various alternatives to improve its data protection processes, looking at deduplication in particular. "That definitely was an attraction for me," said Ulven, "the idea that you're not just taking up space for full backups again and again. It makes a lot of sense and is a much more efficient use of backup media."

The bank chose ExaGrid based on recommendations from IT personnel at other banks. "ExaGrid was the one that stood out to me as far as the efficiencies of using data deduplication and the ability to replicate the data to a second site," Ulven added.

## ExaGrid Provides Faster Backups, Greater Retention, Efficient Replication, and Scalability to Manage Growth

With ExaGrid, State Bank of Hawley has been able to reduce its backup window, increase the amount of data it backs up, and efficiently replicate data between its two branches - all with a GRID-based system

that can easily grow along with their data growth. The ExaGrid system works alongside State Bank of Hawley's existing backup application, Symantec Backup Exec™.

ExaGrid's data deduplication technology 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 data. "Backups are definitely faster," said Ulven, "and we're seeing deduplication ratios of about 25:1."

As State Bank of Hawley's data grows, the ExaGrid can easily be expanded to handle additional data. 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 100TB. Once virtualized, they appear as a single system to the backup server, and load balancing of all data across servers is automatic.

## Easy to Install, Outstanding 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**™

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## 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. moves only changes, requiring minimal WAN bandwidth.

**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).