



SANS Technology uses Infrascale's Data Protection Solution to Transform Backup for Customers

PROFILE

Provider of data storage, and backup and recovery products and solutions to help enterprises simplify data storage and backup.

CHALLENGES

- Find a data protection solution that could meet extremely diverse technical requirements and NIST State mandated data retention compliance requirements.
- Enterprise-grade feature set including advanced deduplication and replication.
- Simple deployment that required little to no additional IT resources.

SOLUTION

- SANS Technology uses Infrascale to offer a complete turnkey backup and recovery solution.

Background

SANS Technology specializes in providing data storage solutions for enterprise companies and government agencies.

Business Challenge:

Finding a Data Protection Solution that could protect Every OS and Server

One of SANS Technology's customers, a large agency within the State of Maryland, was looking to move from tape backup to disc-based backup and protect an environment that included: 150TB of data across 80 physical and virtual servers in different locations, and support every flavor of Windows, Novell, Solaris, and Linux.

A major roadblock for the customer was finding a data protection solution that could meet these diverse source side and OS protection requirements. In addition, they needed a backup solution with an enterprise-feature set and that could be deployed with minimal disruption to the agency and allow them to meet their NIST data retention compliance requirements.

While the source side requirements narrowed the options, SANS Technology selected Infrascale as the best data protection solution for the job. Gaurang Mehta, Chief Technology Officer of SANS Technology said, "Infrascale's powerful feature set, complete source side and OS protection, and advanced software and deduplication technology made the decision easy." He knew that Infrascale could provide the intelligent backup solution that SANS Technology's customers needed to transform their approach to backup.

Solution

SANS Technology uses Infrascale to offer a complete turnkey backup and recovery solution to protect large datasets for mixed environments, including physical and virtual servers. SANS Technology can deliver Infrascale's backup and recovery solution as a physical, virtual, or cloud-connected appliance. SANS Technology simplifies backup, increases uptime, and reduces costs for enterprises while reducing the need for legacy data and tape backup alternatives.

RESULTS

- Reduced backup costs
- Tripled backup speed
- Enabled customer to meet all RTO and RPO objectives



With Infrascale, backup and recovery is so simple, you'll never believe you thought it had to be so complex"

*Gaurang Mehta,
Chief Technology Officer
of SANS Technology*

How Infrascale Transformed Backup for a Government Agency

With their basement growing full of tapes, data growth was staring the government agency's IT department straight in the face. Forcing the difficult conversation, they agreed that their tape backup solution could no longer keep up with today's data growth challenges – the high costs, resource drains, and reliability issues were key pain points.

When SANS Technology asked if they could retrieve a file from six months ago with 100% confidence? The answer was no. Or if they had to do a full system restore, what would that downtime look like? A week? A month? Even their best case estimate wasn't sufficient, by today's RPO and RTO standards. At the end of the day, the IT department didn't want to be managing backups and couldn't afford to make any more expensive upfront investments, which is why they turned to SANS Technology to simplify their data protection needs.

Data Protection Power Couple: Infrascale + SANS Technology

SANS Technology designed a plan and deployed Infrascale's Data Protection Appliance on-premise at the government agency and replicated their data to a virtual data protection appliance that was being hosted in SANS Technology's compliant data center. The impact was immediate.

They tripled their backup speed and were impressed with the speed of the VM backups, which are snapshot based. The true enterprise class "aha" moment came when they saw the power of the deduplication technology. And since it's hardware and software in one solution – it all works seamlessly. And they couldn't believe they were getting all of this at such an affordable price point, without the huge upfront investment. Overall, the government agency reported a reduction in hardware, software, maintenance, and staff costs.

Mehta added, "More than all the tangible benefits, there were plenty of intangible perks." The reactive nature of dealing with backups and recovery just went away. Replacing frustration with push-button recovery delivered an automatic improvement in meeting RPO and RTO objectives.

Plans for the Future:

The success achieved with the government agency is being heralded as the new backup model that should be adopted statewide. This will be a model that will continue to help other Maryland Agencies, Offices, and Municipalities simplify backup and recovery, reduce costs, increase recovery reliability, and comply with NIST compliance standards. Additionally, Gaurang Mehta expects his customers will want to take advantage of Infrascale's endpoint protection and 15 minute failover. He said, "With Infrascale, backup and recovery is so simple, you'll never believe you thought it had to be so complex."