

Case Study

Hilldrup Moving & Storage Upgrades to Cloud-Based Data Solution, Advancing Data Security and Recovery Speed over Tape Backup



- Third-largest United Van Lines Agent
- Multiple Virtual and Physical Servers including a legacy AS/400 environment
- Multiple business applications including Movers Suite (based on SQL) as well as files from MS Word, MS Excel, and VMware Virtual Machines



SUMMARY

Relocation services company Hilldrup Moving & Storage, Inc., had traditionally protected the data at its corporate headquarters in Stafford, Virginia and regional offices in Orlando, FL, Greenville, SC, Raleigh, NC, Charlotte, NC, Richmond, VA and Stafford, VA—using a tape-based backup system. But with an IT infrastructure that includes 28 virtual servers across 5 host servers and 15 legacy physical servers, the company found its primary data-protection method of tape technology ineffective and risky. Tapes had to be transported offsite for storage, and data was at risk for loss, both through natural disaster and user error. With tape backup, some recoveries would inevitably fail, so IT would have to rebuild data from multiple tapes. This tedious process often took days and kept IT staff from working on more pressing projects. So in 2010, Hilldrup began researching cloud-based data recovery systems in an effort to replace the inefficiencies of tape. After a thorough review of cloud-based data recovery technology, the company decided to switch to award winning Yotta280 Inc.'s cloud backup service powered by Asigra.

CUSTOMER OVERVIEW

Hilldrup Moving & Storage, the third-largest United Van Lines agent with headquarters in Stafford, Virginia, has a 100-year tradition of delivering quality and excellence in the moving and storage industry. Serving clients globally as well in local markets, Hilldrup is uniquely positioned to deliver industry-leading relocation and logistics services, from corporate accounts and residential moving to international, commercial, and government/military relocations. With a fiduciary duty to protect client data and many end customers that Hilldrup serves concerned about data safety, Hilldrup was dissatisfied with the company's tape-based backup system, which exposed data to risk during transport to offsite storage. When data recovery was needed, the process could take days, which was an inefficient use of IT support staff. Hilldrup was ready to make a switch to a more secure and resilient solution to save time and improve operational performance.

BUSINESS SITUATION

As the Vice President of Information Services at Hilldrup Moving & Storage, Roger Carroll had inherited a tape system for backup and recovery when he joined the company. Yet, Carroll quickly realized that data protection was ineffective using tape technologies, exposing the data that was siloed in those systems to potential catastrophes large and small. In addition to the inevitability of data loss from user errors, the company's headquarters location in Stafford, Virginia, had previously experienced natural disasters including hurricanes, tornados, and earthquakes. Because of these possibilities, the

unreliable tape solution in place was keeping Carroll awake at night as he worried about the risks to data accessibility.

Hilldrup needed to protect in excess of 3TB of native data at the company's Virginia headquarters plus six remote locations in Orlando, FL; Atlanta, GA; Greenville, SC; Raleigh-Durham, NC; Charlotte, NC and Richmond, VA. The company had a variety of data types to protect, from business applications including MoversSuite based on SQL and other instances of SQL that required backup, as well as a daily litany of files from MS Word, MS Excel, and VMware virtual machines.

The data resided on a virtualized server infrastructure that included 28 virtual servers across 5 host (physical) servers, 15 legacy physical servers (not virtualized), and a legacy AS/400 environment. Hilldrup's IT environment consisted of PCs, tablets, and thin client devices.

Within this data-driven environment, IT staff found that data recovery often took days of the department's time using the tape-based system. In response, Hilldrup began working with IT services provider, Yotta280, in 2010 to deploy a cloud-based data recovery solution powered by Asigra. An entrusted Asigra partner since 2006, Yotta280 is an IT provider based in Jacksonville, Florida, that offers public, private, and hybrid cloud backup and disaster recovery models to the enterprise and SMB markets. The new backup technology delivered by Yotta280 promised to return precious IT resources by offering dramatically faster and more reliable backup and recoveries without the cumbersome management or time requirements of tape solutions.

“Growth and security are important to Hilldrup, and our IT staff is very focused on ensuring that end-customer data is as secure as it can be. The only way to reliably ensure that the data was truly protected was to make a switch to a more secure and resilient solution than tape technologies could provide. That solution was the Asigra-Yotta280 cloud backup solution, which has offered us a great return on our investment.”

Roger Carroll
Vice President, Information Services
Hilldrup Moving & Storage

SOLUTION

The Yotta280 cloud backup solution was installed in a hybrid configuration with both local and remote recovery capabilities. This included over 3TB of data on Hilldrup's 28 virtual servers across 5 host servers and 15 legacy physical servers. The local recovery solution used a dedicated appliance provided by Yotta280.

The solution delivered by Yotta280 is powered by Asigra Cloud Backup™ software, the industry's leading cloud-based data recovery software with over one million installations worldwide. The software is built for efficient operation and easily integrates with public, private, and hybrid cloud architectures. Asigra's agentless software architecture provides for simple deployment and hands-free management while providing advanced features that include global deduplication, automated mass deployment, autonomic healing, and validation restore capabilities. Hilldrup highlighted the following capabilities as key factors for selecting the solution:

- Support for both physical and virtualized IT environments
- High-performance local and remote backup and recovery
- Reliable data recovery with backup sets replicated at multiple sites
- NIST FIPS 140-2 certified security with AES-256 encryption in-flight and at-rest.

RESULTS

Hilldrup Moving & Storage began using the Yotta280 backup service powered by Asigra in 2010, and was immediately impressed with Yotta280's excellent service, and knowledgeable, accessible, and friendly staff. Now 3.5 years since its cloud backup deployment, Hilldrup's IT department appreciates Asigra's comprehensive feature set, including its agentless architecture which reduces the processing burden on its virtual server farm, allowing users to access the network without delays.

ENVIRONMENT

- Protecting a total of 3+TB of native data across a combination of physical and virtual servers
- Data under protection located at corporate headquarters in Stafford, Virginia, and at additional offices in Orlando, FL; Atlanta, GA; Greenville, SC; Raleigh-Durham, NC; Charlotte, NC and Richmond, VA
- Primary backup targets include 28 virtual servers across 5 host (physical) servers, 15 legacy physical servers (not virtualized), and a legacy AS/400 environment
- Protecting a variety of data types from business applications that include MoversSuite (based on SQL) and other instances of SQL, as well as files from MS Word, MS Excel, and VMware virtual machines.

ASIGRA CLOUD-BASED DATA RECOVERY DELIVERS

- Single integrated solution for all data protection needs
- Policy-based protection based on the user's IT environment and recovery requirements
- Optimization of IT resources for enhanced utilization
- Data encryption that secures data in-flight and at-rest
- High-performance data recovery compared to tape.

In addition to quick and easy data restoration, other benefits that Hilldrup has enjoyed since implementing the Asigra-Yotta280 solution include:

- Hands-free operation; no more manual headaches
- High reliability—backup and restore capabilities have been 100% successful to date
- Redundant backup vault for extra peace of mind
- All data is encrypted for customer security.

This more modernized approach to data protection has increased the efficiency of the organization dramatically. By using Yotta280's cloud backup service, Carroll conservatively estimates a time savings averaging 80 man hours per year—an excellent return on investment. This is largely due to the exceptional recovery performance of Asigra Cloud Backup compared to tape, recovering data in minutes versus days. Additionally, the Yotta280 backup service powered by Asigra is easy to implement and delivers hassle-free management which allows the IT team to focus more time on other projects as they are no longer bogged down by rebuilding data from multiple tapes and other recovery hassles.

“The recovery performance with Asigra Cloud Backup is exceptional, and Yotta280's service and support have been excellent. Gone are the days of taking tapes offsite to Iron Mountain for storage, or needing to bring several versions of tape in for recoveries because of inevitable backup failure. Data that used to take days to recover now is back in minutes. I value the Yotta280 solution so much that I've recommended it to other colleagues.”

Roger Carroll
Vice President, Information Services
Hilldrup Moving & Storage

“Our goal as an advisor to Hilldrup Moving & Storage was to help provide the company with local and remote recovery capabilities for rapid recovery and the ability to quickly replicate the IT environment in the event of a disaster. Yotta280's full-service management alleviates customer concerns with respect to data recovery, providing painless deployment, ease of use, and efficient management.”

Terry Fields
President and CEO
Yotta280



About Yotta280

Yotta280 is a premier Full Service Asigra Engagement Organization, with its sole purpose and focus on Data Protection.

- A certified and internationally award winning Strategic Partner with Asigra
- Recognized globally as Asigra Specialists
- Delivers Data Recovery Assurance to the mid and enterprise markets
- Offers multiple data protection deployment methodologies, to include Private, Hybrid and Public clouds

From business development to full deployment of Asigra data protection solutions, Yotta280 brings customers a specialized set of skills, experience and expertise. Let Yotta280 help modernize your organization's disaster recovery and data protection methodologies. Call us at [877.449.6882](tel:877.449.6882) or contact us at info@yotta280.com. For more information on Yotta280, please go to www.yotta280.com.

About Asigra

Trusted since 1986, Asigra provides organizations around the world the ability to recover their data now from anywhere through a global network of partners who deliver cloud backup and recovery services as public, private and/or hybrid deployments. As the industry's first enterprise-class agentless cloud-based recovery software to provide data backup and recovery of servers, virtual machines, endpoint devices, databases and applications, SaaS and IaaS based applications, Asigra lowers the total cost of ownership, reduces recovery time objectives, eliminates silos of backup data by providing a single consolidated repository, and provides 100% recovery assurance. Asigra's revolutionary patent-pending Recovery License Model provides organizations with a cost effective data recovery business model unlike any other offered in the storage market. Asigra has been recognized as a Gartner Cool Vendor and has been included in the Gartner Magic Quadrant for Enterprise Backup and Recovery Software since 2010. In 2014, Asigra Cloud Backup was also named the [Top Enterprise Backup Solution](#) by Storage Magazine. More information on Asigra can be found at www.asigra.com.

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