

## Case Study

### Jacksonville Jaguars Select Cloud-Based Data Protection for Speedier and More Reliable Recovery than Tape Backup



- Member of the National Football League
- Virtualized environment of VMware and Hyper-V
- Public cloud backup architecture



## SUMMARY

The Jacksonville Jaguars, a professional team in the National Football League, had traditionally protected the data in their offices in Jacksonville, Florida using a tape-based backup system. Yet as the football franchise grew, the organization became increasingly frustrated with tape-related problems, including the fact that tape backup and recovery were overly time-consuming and difficult to manage. The Jaguars began researching cloud-based data backup systems in an effort to replace the inefficiencies of tape and have more reliable recovery available in the event of a natural disaster. After a thorough review of cloud-based data recovery solutions, the company decided to switch to Yotta280's cloud backup service powered by Asigra.

## CUSTOMER OVERVIEW

The Jacksonville Jaguars are an NFL football team and franchise founded in 1995, based in Jacksonville, Florida. The Jaguars—coached by Gus Bradley—are members of the South Division of the American Football Conference of the National Football League. At the Jaguars' offices in Jacksonville, they have 60 total servers and 30 critical servers that require reliable protection from disruption. While previously performing local backup only with tapes that were brought offsite to a drop box, the Jaguars sought a backup solution to protect against natural disasters while saving time and improving operational performance over their tape backup system.

## BUSINESS SITUATION

The Jacksonville Jaguars had long relied on tape backup to protect their data across 60 servers, which included 30 critical servers, 15 of which were virtualized with both Hyper-V and VMware, as well as 5 Line of Business (LOB) applications, most of which were SQL server based. The organization performed local backup with tapes that were brought offsite to a drop box. Yet, this tape backup solution was targeted toward small to medium-sized businesses and lacked many enterprise-class features that would be important for business continuity such as continuous data protection (CDP) and multi-platform data recovery. As a professional football team, the Jaguars wanted to engage a medium/large business focused solution provider capable of providing these features at scale.

## ENVIRONMENT

- Currently protecting a total of 4TB of data, which is expected to expand over time
- Protecting 60 total servers and 30 critical servers (15 of which are virtualized with both Hyper-V and VMware)
- 5 Line of Business (LOB) applications, most of which are SQL server based (one is MS Exchange).

## 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 with full support of compliance requirements
- High-performance data recovery compared to tape.

“Our experience with Yotta280 has been top notch. Service is available at the drop of a hat. We don't get support from other vendors like this. Plus, having our backup data spread to different cities for disaster recovery purposes gives us peace of mind in the event of data loss. Yotta280 and Asigra have delivered a solution that assures us our data is secure.”

**Michael Webb**  
Director of Information Technology  
Jacksonville Jaguars

A primary goal for the Jaguars was to house their data offsite, primarily to protect against natural disasters such as hurricanes, tornados, or floods. In the wake of Hurricane Katrina in New Orleans, the Jaguars realized that the organization was ill-prepared to recover from a hurricane, and wanted their crucial backup data spread to different cities for disaster recovery purposes.

In response, the Jacksonville Jaguars began working with IT services provider, Yotta280, to deploy a cloud-based data recovery solution powered by Asigra. An Asigra partner since 2006, Yotta280 is an IT provider based in Jacksonville, Florida, that offers public, private, and hybrid cloud backup and disaster recovery solutions 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. The Jaguars also found that Asigra's file protection solutions were perfect for the team's purposes because of backup frequency and level of redundancy.

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“With tape backup, there was something to stress about every Friday. Then on Monday, it was about dealing with all of the errors. This has significantly lessened with the Yotta280/Asigra solution. I'm confident now that we're protected on multiple levels, including by the local and remote recovery capabilities of the system, which provide rapid recovery in the event of data loss or natural disaster.”

**Michael Webb**  
**Director of Information Technology**  
**Jacksonville Jaguars**

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## SOLUTION

Yotta280's cloud backup service was deployed in a hybrid configuration without agents across a combination of the Jacksonville Jaguars' physical and virtual servers. This included data on 60 total servers and 30 critical servers (15 virtualized with both Hyper-V and VMware). The data under protection included that from 5 Line of Business (LOB) applications, based on SQL and MS Exchange as well as file data. Asigra was installed on a virtual machine which serves as the operational point of the software for local recovery and remote backup management. While the company currently protects 4 TB of data, that amount is expected to expand significantly over time.

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 de-duplication, automated mass deployment, autonomic healing, and validation restore capabilities. The Jaguars 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
- Device agnostic support for a wide range of computing systems and platforms
- Simple, centralized backup that eliminates the need for multiple point solutions
- Highly scalable design that can expand as the company's needs require
- Ability to reduce the cost of backup using Asigra's policy-based Backup Lifecycle Management (BLM) function which stores less critical data on archival storage platforms
- NIST FIPS 140-2 certified security with AES-256 encryption in-flight and at-rest.

## RESULTS

After the Jacksonville Jaguars began using the Asigra solution, they were instantly impressed with Yotta280's fast, responsive, and knowledgeable tech support. The team also reported being pleased with Asigra's agentless architecture, which offered benefits including no longer having to manage the versioning of the software or issues related to deployment, since there are no agents to install. Instead, Asigra uses automated mass deployment for easy, non-intrusive setup.

Reliability was another key benefit that the Jaguars enjoyed after switching to Asigra-powered services delivered by Yotta280. While the team has not yet needed to perform a major recovery, they have experienced many minor recoveries with the Asigra solution, each of which has been successful. Time savings for IT staff has been significant as well. Since implementing the new software, the Jaguars now save up to three staff hours per week compared to their previous solution. This has resulted in more than 150 hours of IT staff time saved annually, which instead has been refocused on other high priority areas of the organization.

The Jaguars also found that the software's Continuous Data Protection (CDP) capability was top notch, and file versioning and Backup Lifecycle Management (BLM) became essential features to the team. With these benefits, the Jaguars were able to fine tune backup schedules to meet specific recovery objectives and plan with Yotta280 to fit into a pricing scheme that works for the organization, rather than getting pinned into generic backup schedules.

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“As a trusted advisor to the Jacksonville Jaguars, it was our goal 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**

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## 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 or contact us at [info@yotta280.com](mailto:info@yotta280.com). For more information on Yotta280, please go to [www.yotta280.com](http://www.yotta280.com).

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## 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](http://www.asigra.com).

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