Case Study

Planes Companies Replaces Tape with Cloud-Based Solution for Improved Performance and Speedier Recovery

- An agent for United Van Lines, Planes Companies provides logistics, transportation and international moving services

- Remote office backup for four locations

- Data recovery reduced from 5 hours to less than 30 minutes

Planes
Moving & Storage

Yotta280™

SUMMARY

Relocation services company Planes Companies Inc., had traditionally protected the data at its corporate headquarters near Cincinnati—as well as at 5 remote locations—using a tape-based backup system. With data growth at 20 percent a year, the company became increasingly frustrated with tape-related problems, including the fact that data backup and recovery were overly time-consuming and difficult to manage. The tape system also had ongoing hardware problems that required repairs, which left the backup system offline for extended periods of time. In 2012, Planes Companies began researching cloud-based data recovery systems in an effort to replace the inefficiencies of tape backup. After a thorough review of cloud-based data recovery technology, the company decided to switch to Yotta280's cloud backup service powered by Asigra.

CUSTOMER OVERVIEW

Planes Companies provides comprehensive relocation services, from residential and office moves to logistics, transportation, and international moving services. With three locations in Ohio (Cincinnati, Columbus, and Dayton) as well as offices in Indianapolis and Chicago, the company's goal is to develop and maintain permanent relationships with customers through outstanding service. Planes Companies' training programs and procedures are centered on providing the best relocation services in the industry. With the growth of the company and increasing needs for more rapid data recovery, Planes Companies sought a backup solution to save time and improve operational performance over its tape backup system.

BUSINESS SITUATION

Planes Companies had long relied on tape backup, using Symantec BackupExec as its primary data protection technology. The company needed to protect a total of 3.5TB of data at its Cincinnati headquarters plus four remote locations in Columbus, Dayton, Indianapolis, and Chicago. The data resided on 2 EqualLogic file storage systems and 24 virtual servers using Xen virtualization software. The data being protected included files from the proprietary business application MoverSuite, as well as Microsoft SQL data and other assorted files.

Plane Companies' IT environment consisted of 5 staff members, with the System Administrator and Programmer Analyst responsible for managing backup. The IT department found that data recovery took 4-5 hours on average using Symantec BackupExec. As a company based in the Midwest, IT also was concerned about the ability of tape to rapidly and effectively

replicate the IT environment in the event of a disaster such as a tornado.

In response, based on personal recommendations from industry peers, Planes Companies began working with IT services provider, Yotta280, in 2012 to deploy their cloud-based data recovery solution. An Asigra partner since 2006, Yotta280 is an IT services provider based in Jacksonville, Florida, that offers public, private, and hybrid cloud backup and disaster recovery 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..

> "We needed to see fast ROI from the savings in man hours that were historically used to manage our tape backup system. Our tape-based solution was difficult to manage, as well as time-consuming, and there were also constant hardware problems. With the Yotta280/Asigra solution, we're very happy with the local and remote recovery capabilities of the system, which provided rapid recovery in the event of data loss or natural disaster."

Jeff McGrath, Vice President, Information Services
Planes Companies

SOLUTION

Yotta280's cloud backup service powered by Asigra was deployed in a hybrid configuration without agents across a combination of Planes Companies' physical and virtual servers. This included data on 2 EqualLogic file storage systems and 24 virtual servers, which used Xen as virtualization software. The company's backup data was stored offsite at Yotta280's data center, with 1TB of data stored as part of the primary backup set, and 1.5TB stored in the Backup Lifecycle Management™ (BLM) archive, a lower-cost backup vault for long-term data storage and retention.

The solution delivered by Yotta280 is enabled 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. Planes Companies 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
- Long-term backup data retention to lower storage costs
- Simple management and comprehensive monitoring

> "Benefits of the solution included a huge improvement in data recovery time, as well as seamless deployment and surprisingly easy management of the system. Having data replicated at multiple data centers gives us peace of mind in the event of data loss. Yotta280 and Asigra have delivered a solution that assures us in knowing that our data is secure."

Jeff McGrath, Vice President, Information Services
Planes Companies

RESULTS

Planes Companies began using Yotta280's cloud backup service powered by Asigra in 2012, and was instantly impressed with Yotta280's fast, responsive, and knowledgeable tech support. Nearly 3 years since its cloud backup deployment, Planes Companies reported being pleased with the solution's data deduplication capabilities, and replication of data at multiple data centers in Birmingham, Alabama and Jacksonville, Florida. With the company's ongoing data growth, Planes Companies also appreciates the local recovery capabilities of the system, which provide rapid recovery in addition to remote recovery in the event of a natural disaster.

ENVIRONMENT

- Protecting a total of 2.5TB, with 1TB part of the primary backup set and 1.5TB stored in the Backup Lifecycle Management archive
- Protected data located onsite at the company's headquarters near Cincinnati, plus four remote locations in Columbus, Dayton, Indianapolis, and Chicago
- Protecting data on 2 EqualLogic file storage systems and 24 virtual servers, with Xen virtualization software
- Protecting data from MoverSuite and Microsoft SQL as well as assorted files.

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.

This more modernized approach to data protection has reduced the organization's backup infrastructure complexity and significantly lowered the amount of management time spent on backup and recovery. The need for a fast ROI was a high priority and the change to Yotta280/Asigra has resulted in a return on investment that exceeded the expectations of everyone involved in the project. Using a dedicated onsite appliance provided by Yotta280 for local recovery, the IT department also watched data recovery times plunge from 4-5 hours on average to under 30 minutes with the Asigra-based solution. Additionally, the software's easy implementation and hassle-free management allowed the IT team to avoid the mundane processes of tape backup and focus more time on other important IT projects.

> " As a trusted advisor to Planes Companies, 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

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. 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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