

# American Valve & Hydrant Makes Backups and Restores Faster with ExaGrid

CUSTOMER SUCCESS STORY



American Valve & Hydrant

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Henry Sieffers  
Assistant Manager,  
Information Services  
American Valve & Hydrant

## Customer Overview

American Valve & Hydrant Manufacturing Company (AVH) is a leading manufacturer of quality water works products. The company is based in Beaumont, Texas and is a subsidiary of American Cast Iron Pipe Company.

## Long Backup Times, Difficult Restores with Tape

Assistant Manager of Information Services at American Valve & Hydrant Henry Sieffers is responsible for ensuring that American Valve & Hydrant’s data is protected each and every day. The company had been backing its data up to tape but as it grew, Sieffers found that tapes filled up quickly and it became more difficult to get complete backups.

“We were sending our data first to disk and then to tape each night. Every once in a while, one of our users would create a large file during the day that would push the amount of data beyond the tape’s capacity and our backups wouldn’t finish,” said Sieffers. “Also, restoring data from tape was cumbersome and time consuming. We needed to find an alternative approach that would make our backups and restores faster and more reliable.”

## ExaGrid Reduced Reliance on Tape, Made Backups Faster

AVH purchased the ExaGrid disk-based backup system with data deduplication at the recommendation of its parent company’s IT staff. The ExaGrid system works alongside CA ARCserve Backup to protect the company’s data. AVH replicates data to a stored server and then to the ExaGrid system, which is located in the company’s disaster recovery site. The ExaGrid system is backed up once a week to tape.

“Our parent company highly recommended the ExaGrid system. We like the fact that it is

disk-based so we don’t have to fool around with tapes anymore. It saves us a lot of time,” said Sieffers. “Also, restoring data is a whole lot faster with the ExaGrid because we don’t have to search through tapes. We can do a restore in seconds.”

Since installing the ExaGrid system, Sieffers said that nightly backup times have been cut from eight hours to six hours.

“Our backups are now completed each and every night and they’re so much faster,” said Sieffers. “Also, ExaGrid’s data deduplication technology does a fantastic job at compressing our data. I checked our ExaGrid system recently and expected it to be close to full but we had over 70 percent of our disk space available.”

ExaGrid combines last backup compression along with data deduplication, which 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. When a second site is used, the cost savings are even greater because ExaGrid’s byte-level data deduplication technology moves only changes, requiring minimal WAN bandwidth.

As AVH’s data grows, ExaGrid’s GRID architecture will enable the company to easily expand the system to accommodate

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more 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 a 100TB full backup plus retention. Once virtualized, they appear as a single system to the backup server, and load balancing of all data across servers is automatic.

## Easy Management, Superior Customer Support

The ExaGrid system was designed to be easy to set up and maintain, and ExaGrid's industry-leading customer support team is staffed by trained, in-house engineers who are dedicated to individual accounts. The system is fully supported and was designed and manufactured for maximum uptime with redundant, hot-swappable components.

"I set the ExaGrid system up with some help from our customer support engineer and it was fairly easy and straightforward," said Sieffers. "We've been very impressed with ExaGrid's customer support staff. I almost always reach them right away and they have been extremely knowledgeable and helpful.

"We've been very happy with the ExaGrid system. We no longer have to deal with tape for restoring data, and our backups are now faster and far more reliable than ever before. It's so nice to not have to worry about restoring data. We can now access information with the touch of a button. We have a great deal of confidence in the system"

## ExaGrid and CA ARCserve Backup

CA ARCserve Backup protects and ensures availability of critical applications and data from large data centers to back offices, providing a wide range of support for disk technologies, Storage Area Networks (SAN) and Network Attached Storage (NAS) environments. Organizations using ARCserve Backup can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup

applications, such as ARCserve Backup, providing faster and more reliable backups and restores.

In a network running ARCserve Backup, 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.

ExaGrid is the leader in cost-effective disk-based backup solutions. A highly scalable system that works with existing backup applications, the ExaGrid system is ideal for companies looking to quickly eliminate the hassles of tape backup while reducing their existing backup windows. ExaGrid's innovative approach minimizes the amount of data to be stored by providing standard data compression for the most recent backups along with byte-level data deduplication technology for all previous backups. Customers can deploy ExaGrid at primary and secondary sites to supplement or eliminate offsite tapes with live data repositories or for disaster recovery.

**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).