

FNCB Selects ExaGrid and Veeam for Ultimate Backup Storage Plan

CUSTOMER SUCCESS STORY



FNCB

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Walter Jurgiewicz
Systems/Desktop Svcs Mgr
Banking Officer

Key Benefits:

- Technical integration with Veeam and support for the whole integrated solution
- Over 30% time savings managing backup
- Up and running in just 15 minutes
- 'Easiest solution in the industry' to manage

Customer Overview

First National Community Bank (FNCB) has been locally-based for over 100 years and continues as Northeastern Pennsylvania's premier community bank. FNCB offers a full suite of personal, small business, and commercial banking solutions with industry-leading mobile, online, and in-branch products and services. FNCB remains dedicated to the communities it serves with an ongoing mission to be 'Simply a better bank™'.

Time Wasted Tweaking System Initiates Change

FNCB formerly had a Commvault Simpana backup solution, disk to disk to NetApp. From FNCB's perspective, backup and restore times were a constant challenge and were completely unacceptable. FNCB has since progressed to becoming 90% virtualized.

"We would experience in some of our larger COLD storage servers a full backup that would occur over the entire weekend, some of them taking 48 hours to complete and some taking 72 hours," said Walter Jurgiewicz, systems and desktop services manager at FNCB. "We had crossed fingers that backups would complete in time to do the next incremental because sometimes the backup window would extend into Tuesday. You can only tweak a system so much, and nothing was working for us. We got to a point where we had to take a look and see what was new out there.

"We didn't do a proof of concept and, to be honest, I had never heard of ExaGrid before. I started digging around and doing my research, and the name stood out as our new technology officer had worked with ExaGrid before. We were highly interested in Veeam, so obviously when we were looking for a new backup storage appliance, we were particularly interested in looking at what actually works well with the Veeam offering," said Jurgiewicz.

ExaGrid and Veeam Prove Strong Partnership

"It seemed that everywhere I went, I heard 'Veeam and ExaGrid,' so I did a demo and had

lots of calls with the ExaGrid team until we felt comfortable enough that we had the right solution to match our game," Jurgiewicz said.

"Our testing with Veeam instantly showed our servers producing faster results. Combine that with ExaGrid's landing zone and data deduplication, and we were pretty much sold immediately. It's actually even quicker than that – we were seeing incremental backups complete in 15 minutes and 2TB file server backups complete in an hour. That's pretty much unheard of for us. I kick off our jobs at 6:00 or 7:00 at night with 20, 30, or 40 VMs, and they're done before 8:30."

Rock Solid Future

"In our banking environment where a lot of our data is hosted, I think the growth is probably a little more now than what we've seen in previous years. Getting everything electronically that at one time was paper-based was a major task. I estimate our data growing at 10-15%, which we will have plenty of bandwidth for. Our DR plan is multifaceted. Being a regulated institution, we're required to keep a year's worth of backups, and ExaGrid is perfect for replication between sites A and B.

"I can now focus on so many other facets of my job. I must save at least 30% or more of my time daily," he said.

It's So Easy – 'Why Isn't Everybody Doing This?'

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career. With FNCB, everything makes sense now. I don't know how else to explain it. It's a different model and it's a different architecture that just works.

"I think it's excellent because I don't have training to do. Anybody who's authorized can go into the system and understand what they're looking at, and with a couple of clicks do the modifications they need to do. It's so simple yet obviously complicated on the back end. It's the easiest solution I've seen. I just wish more people knew about it," said Jurgiewicz.

Seamless Integration and Support

"Installation took 15 minutes, and that's unheard of. We obviously worked with the customer support engineer who was assigned to us, and he assisted us with the Veeam side as well. He actually took the time setting up maintenance, the call home feature, reporting – everything was aligned. Support has been one of the best parts of working with ExaGrid; you don't get that kind of help with any other products. I get a response within an hour of sending an email, and if our support engineer needs to take a look at the system, he's logged in within minutes," he said.

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 assigned to individual accounts. The system is fully supported, and was designed and manufactured for maximum uptime with redundant, hot-swappable components.

Scalability

ExaGrid uses a GRID-based configuration, where each appliance contains not just disk but also processing power, memory, and bandwidth. When the system needs to expand, additional appliances are simply attached to the GRID. This type of configuration allows the system to maintain all the aspects of performance as the amount of data grows, and you only pay for

what you need when you need it. In addition, as new ExaGrid appliances are added to the GRID, the system automatically load balances available capacity, maintaining a virtual pool of storage that is shared across the GRID.

ExaGrid and Veeam

The combination of ExaGrid's and Veeam's industry-leading virtual server data protection solutions allows customers to utilize Veeam Backup & Replication in VMware, vSphere, and Microsoft Hyper-V virtual environments on ExaGrid's disk-based backup system. This combination provides fast backups and efficient data storage as well as replication to an offsite location for disaster recovery. The ExaGrid system fully leverages Veeam Backup & Replication's built-in backup-to-disk capabilities and ExaGrid's zone-level data deduplication for additional data reduction (and cost reduction) over standard disk solutions. Customers can use Veeam Backup & Replication's built-in source-side deduplication in concert with ExaGrid's disk-based backup system with zone-level deduplication to further shrink backups.

Veeam-ExaGrid Deduplication

Veeam uses the information from VMware and Hyper-V and provides deduplication on a "per-job" basis, finding the matching areas of all the virtual disks within a backup job and using metadata to reduce the overall footprint of the backup data. Veeam also has a "dedupe friendly" compression setting, which further reduces the size of the Veeam backups in a way that allows the ExaGrid system to achieve further deduplication. This approach typically achieves a 2:1 deduplication ratio.

ExaGrid is architected from the ground up to protect virtualized environments and provide deduplication as backups are taken. ExaGrid will achieve a 3:1 up to 5:1 additional deduplication rate. The net result is a combined Veeam and ExaGrid deduplication rate of 6:1 upwards to 10:1, which greatly reduces the amount of disk storage required.

About ExaGrid

ExaGrid provides backup storage with a unique landing zone and scale-out architecture. The landing zone provides for the fastest backups, restores and instant VM recoveries. The scale-out architecture includes full appliances in a scalable GRID and provides for a fixed-length backup window as data grows, eliminating expensive forklift upgrades. Learn more at www.exagrid.com.

United States: 2000 West Park Drive | Westborough, MA 01581 | (800) 868-6985

United Kingdom: 200 Brook Drive | Green Park, Reading, Berkshire RG2 6UB | +44 (0) 1189 497 051

Singapore: 1 Raffles Place, #20-61 | One Raffles Place Tower 2 | 048616 | +65 6808 5574



www.exagrid.com