Miami Marlins Increases Data Fourfold Yet Reduces Backup Window by 50% with ExaGrid

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> **Manager of Information Technology**

Key Benefits:

- Backup window reduced from 80 hours to under 40, despite four-fold increase in data

- Inefficiencies of tape library and limitations of straight disk replaced by ExaGrid's 'total backup solution'

- The system easily scales to support the Marlins' current 100% annual data growth rate

- Assigned customer support engineer is 'grade A' and 'knows the system inside and out'

Customer Overview

The Miami Marlins were granted a Major League Baseball franchise on July 5, 1991. The Club's first game and win was on April 5, 1993 against the Los Angeles Dodgers. The Club was originally named the Florida Marlins until November 11, 2011 when they officially became the Miami Marlins. In March 2012, the Marlins opened Marlins Park, their state-of-the-art, retractable roof ballpark in Miami. The Marlins won their first of two World Series Championships in 1997 in the deciding game of a seven-game series over the Cleveland Indians. At the time, the Marlins became the quickest expansion franchise ever to win a title in Major League Baseball history. The Marlins won their second World Series Championship in 2003 in six games over the New York Yankees. Since 1993, the Marlins have been awarded two Manager of the Year awards, four Rookie of the Year awards, seven Silver Sluggers, nine Gold Gloves and have had 39 representatives (23 different players) at the All-Star Game. The Miami Marlins, L.P. are owned by Jeffrey H. Loria who officially purchased the franchise on February 16, 2002.

New Ballpark Provided Opportunity to Redesign Network and Backup Infrastructure

The Miami Marlins spent 3-1/2 years building their new ballpark, and when its doors opened in 2012, it was one of the most leading edge, technology-driven ballparks in all of Major League Baseball, complete with a top-notch backup solution powered by ExaGrid.

"When we built the new stadium, we had the opportunity to construct a fairly elaborate network that completely eclipsed our old one," said David Enriquez, Sr. Director, Information Technology for the Miami Marlins. "We spent a lot of time and effort redesigning it, and a solid backup solution was one of our big priorities."

The Marlins' IT staff had been dealing with full backups that ran for nearly 80 hours, and tape issues were a constant and time-consuming annoyance. When the team's tape library was relocated to a temporary datacenter during construction, the need for a more streamlined solution became clear.

"We were driving back and forth to the datacenter to change tapes and to maintain the tape library – it wasn't efficient at all. We tried backing up to disk for a while, but it became a burden because backups were taking up too much disk space. Going to disk was the right first step, but we soon realized that in our new datacenter, we would need a true total backup solution capable of
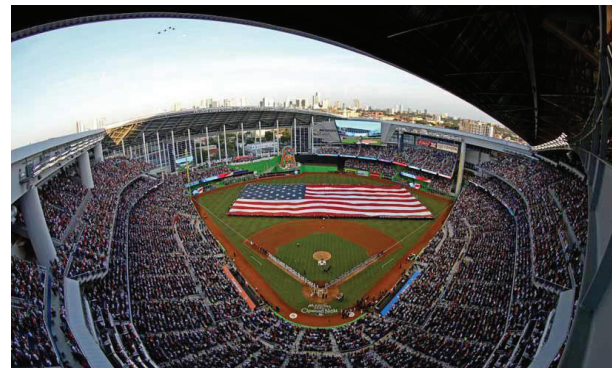
providing fast, efficient backups and restores," said Ozzy Macias, Manager of Information Technology for the Miami Marlins.

Two-site ExaGrid System Eliminates Tape, Speeds Backups and Restores Despite Rapid Data Growth

The Marlins chose the ExaGrid system after looking at several different backup approaches, including a larger tape library and an EMC Data Domain solution. The team purchased a two-site system and installed one unit in its new datacenter in Marlins Park and a second offsite for disaster recovery.

"The ExaGrid system had several advantages over the other approaches we considered. First and foremost, we liked that we could completely eliminate tape by installing a pair of systems capable of replicating data offsite so efficiently. We were impressed with the way the ExaGrid system backs the data up

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first to a landing zone before the data deduplication process begins so that backups run as quickly as possible," said Macias. "Also, its price point and reliability were both better than the competition."

Since the Marlins opened their new datacenter, the team's network infrastructure has increased fourfold, with full backups of nearly 80TB of data, up from the 20TB of data the team had when they backed up to tape. Yet even with the increased amounts of data, the organization has still seen a fifty percent decrease in backup times. The Marlins use the ExaGrid system in conjunction with Veeam.

ExaGrid combines standard compression along with zone-level data deduplication, which stores changes from backup to backup instead of storing full file copies. This unique approach reduces the disk space required, delivering unparalleled cost savings and performance. ExaGrid delivers extremely fast backup performance because data is written directly to disk, and adaptive data deduplication is performed to reduce data. When a second site is used, the cost savings are even greater because ExaGrid's zone-level data deduplication technology moves only the changes from backup to backup, requiring minimal WAN bandwidth.

"When we moved into the new ballpark, we anticipated a forty to sixty percent data growth rate," said Enriquez. "However, we're now looking at a one hundred percent growth rate, year over year, and it shows no sign of slowing down. We store a lot of graphics and digital media, including game video and commercial files, and it's a massive amount of information." Added Macias, "Oftentimes, we have multiple departments that will edit large files and save them in different locations. ExaGrid's strong data deduplication technology has been instrumental in helping us reduce that redundant data."

Architecture Enables System to Grow Along with Backup Requirements

According to Macias, the Marlins' data has been growing even more quickly than the team's IT staff anticipated, but ExaGrid's unique architecture will enable the system to scale smoothly up as backup requirements grow. "We've been surprised at how fast our data has grown, but we're confident that we'll be able to scale the system in terms of capacity and performance just by adding appliances to the existing system," he said.

ExaGrid uses a configuration whereby each appliance contains not just disk but also processing power, memory, bandwidth. When the system needs to expand, additional appliances are simply attached to the system. 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, the ExaGrid automatically load balances available capacity, maintaining a virtual pool of storage that is shared across the system.

Experienced, Responsive Support

Macias said he has an extra level of assurance with the ExaGrid system thanks to its proactive and knowledgeable customer support engineers. "ExaGrid's customer support has simply been 'grade A,'" he said. "Our support engineer is easy to reach, and he knows the system inside and out. We have a great deal of comfort with the ExaGrid system because it's backed by true engineers who are just a phone call away."

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. "With the ExaGrid, our data is now quickly and efficiently backed up and replicated offsite each and every night, and the process is far less time consuming than before," said Macias. "The ExaGrid has been rock-solid, and it was the absolute right choice for our new environment. We're confident that it will serve us well into the future."

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.

About ExaGrid

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