

# SMF Energy Cuts Backup Times in Half with ExaGrid's Disk Backup with Deduplication Appliance

CUSTOMER SUCCESS STORY



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**Abraham Tatis**  
Network Systems Analyst  
SMF Energy Corporation

## Customer Overview

SMF Energy Corporation, a Delaware corporation, formerly Streicher Mobile Fueling, Inc. formed in 1996, and its subsidiaries ("SMF") is a leading provider of petroleum product distribution services, transportation logistics and emergency response services to the trucking, manufacturing, construction, shipping, utility, energy, chemical, telecommunications and government services industries.

## Long Backups, Capacity Concerns with Tape

The IT staff at SMF Energy Corporation was finding it increasingly difficult to keep up with the daily management of protecting the company's data. Initially the company backed up its data to a temporary storage SAN but then moved to tape. According to SMF Network Systems Analyst Abraham Tatis, as backup times stretched beyond the company's backup window, the company's network slowed down considerably during the work day, affecting staff productivity. In addition, the company quickly ran into capacity issues with tape.

"Our daily backups were taking up to 26 hours to complete and were causing our network to slow down. On top of that, our backups were never complete and up to date because we had to skip backing up some of the data because we were running out of space on the tape," said Tatis. "We knew we had to move off of tape since it was not a reliable solution for us so."

## ExaGrid System Delivers Fast, Reliable and Cost-Efficient Backups

After an extensive evaluation process of several disk backup solution providers, SMF decided to purchase an ExaGrid system for primary backup at its Corporate Datacenter in Fort Lauderdale, Florida. The ExaGrid system works along with the company's existing backup application, Symantec's Backup Exec.

"We were so impressed with ExaGrid's architecture and data deduplication technology," said Tatis. "Not only is the appliance fast, it also requires minimal supervision. We've easily saved about two hours a day that our staff used to spend managing tape. That's huge because it now enables us to spend more time on more critical projects."

According to Tatis, the company has also saved money over time from not having to purchase additional tapes. The company currently recycles the tapes it has since they still back up to tape monthly for Contingency Plan and Audit purposes.

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.

## GRID Architecture Delivers Easy Scalability, Quick Restores

Tatis said that restores are now faster, reliable and far less complex than they



were with tape. "Restoring data with the ExaGrid is almost instantaneous. Trying to do that with tape was so time consuming and tedious. With the ExaGrid, the data files are right at our fingertips and easy to retrieve," said Tatis.

As SMF's data grows, ExaGrid's GRID architecture will enable the company to easily expand the system to accommodate 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 over 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.

## 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.

"We have a great relationship with ExaGrid's customer support team. Our dedicated technician is very knowledgeable of our environment and responsive. Many times, it's our support rep who contacts me when we need to update the system or we need to address something else. It give me more peace of mind to know that we have a proactive rep that we can rely on," said Tatis.

## ExaGrid and Symantec Backup Exec

Symantec Backup Exec provides cost-effective, high performance and certified disk-to-disk-to-tape backup and recovery – including continuous data protection for Microsoft Exchange, SQL, file servers and workstations. High performance agents and options provide fast, flexible, granular protection and scalable management of local and remote server backups.

## Intelligent Data Protection

ExaGrid is a cost-effective, scalable disk-based backup solution that replaces tape in your nightly backup process, enabling faster and more reliable backups at a price comparable to a new tape library. ExaGrid offers the only disk backup appliance with data deduplication purpose - built for backup that leverages a unique architecture optimized for performance, scalability and price.

The ExaGrid system is a plug-and-play disk backup appliance that works with existing backup applications. ExaGrid's patented zone-level deduplication technology minimizes the amount of data to be stored by storing only the unique bytes across backups instead of storing the redundant data. This unique approach reduces the amount of disk space needed by a range of 10:1 to as high as 50:1 or more, delivering unparalleled performance in a cost-effective solution.

**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).