

# Southeastern Container Reduces Backup Window, Increases Capacity & Retention by Deploying ExaGrid's Disk-Based Backup with Deduplication System

CUSTOMER SUCCESS STORY

Southeastern Container

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Merel Johnson  
Network Administrator  
Southeastern Container

## Customer Overview

Southeastern Container (SEC) was formed in 1982 and produces plastic "PET" (polyethylene terephthalate) bottles to meet the packaging needs of its customers in the Coca-Cola bottling community. SEC has ten manufacturing locations in nine states. It operates as a manufacturing cooperative, supplying bottles to Coca-Cola bottling plants in 32 states and three provinces in Canada. PET bottles are formed in a two-step process that utilizes both injection molding and blow molding equipment. The company works extensively with suppliers to drive technology improvements and innovation.

## Struggling to Accommodate Growing Data and Increasing Backup Window

The IT staff at SEC had been backing up its 5TB of data to tape and was becoming increasingly constrained by lengthy backup times and an ever-growing tape library. Protecting its data using tape was requiring valuable IT resources. To complicate matters even more, SEC was keeping two weeks of retention, and its goal was to increase that to three months. In addition to increased retention, the company also needed faster and more reliable data recovery.

SEC realized that to decrease its storage requirements, it needed to deploy deduplication technology. The company also required a solution that would work with its existing backup application, Symantec Backup Exec.

SEC evaluated several disk-based backup solutions and chose ExaGrid. According to Merel Johnson, network administrator at SEC, "ExaGrid has a greater data capacity and retention period as well as better price per gigabyte than the other solution we looked at."

## Full Backup Window Reduced by 75%, Restores Completed in Minutes

Since moving its backups to the ExaGrid, the IT team at SEC has been pleased with the 75% reduction in backup time.

"When we were backing up to tape, our weekly full backup was taking close to 36 hours to complete," said Johnson. "After installing the ExaGrid, our weekly full backup is generally complete in about eight hours."

"I used to be concerned when we were backing up to tape about the reliability of our backups and how long they were taking," comments Johnson. "After installing the ExaGrid, I have confidence in our backups that I didn't have previously. In terms of restores, a typical restore request takes a minute or two to complete. It takes longer to build a job than it does to run!"

## Fast Post-Process Deduplication is Key Differentiator

"Deduplication was critical for us in being able to keep three months of retention," said Johnson. "We've been impressed with the high deduplication ratios that we're seeing; it's as high as 61:1 on SQL Dumps and an overall system average of 10.91:1. We may even be able to increase our retention out past three months since our deduplication numbers are so good!"

ExaGrid's turnkey disk-based backup system combines high quality disk storage with byte-level data deduplication, delivering a disk-based solution that is more cost effective than standard storage.

ExaGrid's byte-level data deduplication technology stores only the changes from

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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's compatible to the cost of tape backup.

### "Phenomenal" Customer Support

"Customer support has been phenomenal," said Johnson. "We have our own dedicated support engineer at ExaGrid who is available within an hour or two at the most. The few times we've had an issue or question, he's been able to resolve it right away."

### Intelligent Data Protection

Johnson has been very pleased with the ease of installation. "Our network engineer at SEC was able to do the installation with no problem. We had the ExaGrid up and running in less than 40 minutes, start to finish."

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 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.

Organizations using Symantec Backup Exec can look to ExaGrid as an alternative to tape for nightly backups. ExaGrid sits behind existing backup applications, such as Symantec Backup Exec, providing faster and more reliable backups and restores. In a network running Symantec Backup Exec, 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.

**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).