



ExaGrid Simplifies Replication and Provides Better Veeam Integration for mBank

CUSTOMER SUCCESS STORY



"I can't say enough good things about working with my ExaGrid support engineer—I'd rate him 12 stars out of 10!"

Kurt Gerow
Senior Systems Administrator

Customer Overview

Headquartered in Manistique, Michigan, mBank is a community bank proudly serving Michigan and Northern Wisconsin. mBank is committed to providing exceptional, innovative financial products and services and works to empower small businesses with financial tools for success.

mBank Switches from 'Antiquated' HPE Storage to ExaGrid

The IT staff at mBank had been backing up the bank's data to HPE MSA storage, using Veeam, but found that backup storage target "old and antiquated" as it lacked features that other backup storage solutions offer, such as data deduplication and compression.

"When we were looking at new backup storage, ExaGrid came to mind as I'd been hearing great things about it from other people in the tech industry for a long time. My management was also familiar with ExaGrid's quality, so we were both sold on it from the beginning. We were glad to be rid of the HPE MSAs and super excited to switch to ExaGrid," said Kurt Gerow, senior systems administrator at mBank.

mBank installed an ExaGrid system at its primary site that replicates data to a second ExaGrid system at its disaster recovery (DR) site for added data protection. "Installation was super simple. Once we added the ExaGrid system on the network, our assigned ExaGrid support engineer helped with the rest. He walked me through everything and took on some of the steps himself, but explained as I watched. He also assisted with configuring our new ExaGrid system with Veeam and setting up our backup jobs. He even called to check in after to see how we were doing!" said Gerow.

The ExaGrid system is easy to install and use and works seamlessly with all of the most frequently used backup applications, so an organization can retain its investment



in existing applications and processes. In addition, ExaGrid appliances can be used at primary and secondary sites to supplement or eliminate offsite tapes with live data repositories for DR.

Simplified Replication and Better Integration with Veeam

Gerow has been impressed with how well ExaGrid integrates with Veeam. "There are specific settings for ExaGrid that are built into Veeam, which made our backups simple to set up. We were able to create all of our backup jobs in half an hour, and we have quite a few jobs," he said. "It's made replication to our DR site even easier. In the past it wasn't as automated, we had to create specific jobs within Veeam called copy jobs to copy our backups to the HPE MSA storage at our DR site, whereas with ExaGrid, all we needed to do was turn on replication."

The bank's data is backed up in daily incrementals with weekly synthetic fulls. Gerow has noticed that backups are faster now, and that data is easy to restore quickly from the ExaGrid-Veeam solution.

Key Benefits:

- Switch to ExaGrid is a 'time saver and sanity saver' as ExaGrid 'just works'
- ExaGrid simplifies replication to mBank's DR site
- ExaGrid-Veeam solution provides faster backup and restore performance



ExaGrid has integrated the Veeam Data Mover so that backups are written Veeam-to-Veeam versus Veeam-to-CIFS, which provides a 30% increase in backup performance. ExaGrid is the only product on the market that offers this performance enhancement. Because ExaGrid has integrated the Veeam Data Mover, Veeam synthetic fulls can be created at a rate that is six times faster than any other solution. ExaGrid stores the most recent Veeam backups in undeduplicated form in its Landing Zone, has the Veeam Data Mover running on each ExaGrid appliance, and has processor in each appliance in a scale-out architecture. This combination of Landing Zone, Veeam Data Mover, and scale-out compute provides the fastest Veeam synthetic fulls versus any other solution or configuration on the market.

ExaGrid writes backups directly to a disk-cache Landing Zone, avoiding inline processing and ensuring the highest possible backup performance, which results in the shortest backup window. Adaptive Deduplication performs deduplication and replication in parallel with backups so that an RTO and RPO can be easily met. Available system cycles are utilized to perform deduplication and offsite replication for an optimal recovery point at the disaster recovery site. Once complete, the onsite data is protected and immediately available in its full undeduplicated form for fast restores, VM Instant Recoveries, and tape copies while the offsite data is ready for DR.

'12 Out of 10 Stars' for ExaGrid Support

Gerow appreciates ExaGrid's support model of working with an assigned level-2 engineer. "Our experience with ExaGrid support has been awesome. Our ExaGrid support engineer has called us out of the blue just to check in and make sure that everything is going okay. Every time we've reached out with a question he's responded quickly and is ready to help, often setting up a remote session to help us work through whatever we need. It's so hard to find that quality of support anymore because a lot of companies don't prioritize it and it can take days to get a response. I can't say enough good things about working with my ExaGrid support engineer—I'd rate him 12 stars out of 10!"

About ExaGrid

ExaGrid provides tiered backup storage with a unique disk-cache Landing Zone, long-term retention repository and scale-out architecture. ExaGrid's Landing Zone enables the fastest backups, restores, and instant VM recoveries. The retention repository offers the lowest cost for long-term retention. ExaGrid's scale-out architecture includes full appliances in a scalable system. Learn more at www.exagrid.com.

United States: 350 Campus Drive | Marlborough, MA 01752 | (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

Gerow has found that switching to ExaGrid has simplified backup management and system maintenance. "Our previous backup storage was getting old so I was having trouble just keeping it running, so the switch to ExaGrid has been a time saver and sanity saver as well. ExaGrid just works, and I don't have to worry anymore."

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 level 2 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.

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 Tiered Backup Storage. This combination provides fast backups and efficient data storage as well as replication to an offsite location for disaster recovery. Customers can use Veeam Backup & Replication's built-in source-side deduplication in concert with ExaGrid's disk-based backup system with Adaptive Deduplication to further shrink backups.