



CASE STUDY

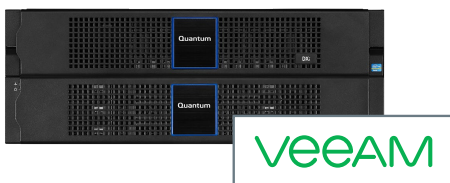
Quantum and Veeam Create Powerful, Multi-site Data Protection Practice at Advatek

When a leading UK integrator ramped up its private cloud data protection practice, it quickly ran out of capacity and performance. The solution? Combining Quantum DXi deduplication appliances with Veeam software. The new system gives clients reliable, economical, and high-performance protection against both data loss and ransomware.



FEATURED PRODUCTS

DXi-Series Deduplication and Veeam Backup Software



“In the 14 months since we installed the first DXi systems, the multi-site, 3-2-1 operation has performed flawlessly. The backups and replications have all completed on time, restores have been easy, and the whole system has worked without any problems at all.”

Simon Koscinski

Advatek Founder and Managing Director



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SOLUTION OVERVIEW

- DXi4800 deduplication appliance in Manchester data center
- Various DXi® appliances in client sites
- Veeam backup software with CloudConnect

KEY BENEFITS

- DXi’s powerful deduplication dramatically reduces the amount of disk required to store backups.
- DXi replication capability moves data between sites while minimizing network traffic.
- Encryption on disk and during transmission assures data security at all points.
- Integration between Veeam backup, CloudConnect, and DXi provides automated, effective 3-2-1 protection against data loss and ransomware.
- Wide range of scalable appliances supports a variety of different sized clients with economical, non-disruptive growth.
- High reliability coupled with strong service and support means effective, trouble-free data protection.

Advatek is a leading integrator and IT services provider headquartered in North Wales with customers as far away as London. The company began by providing integration services, networking, and IT management, but it has continually expanded its offerings as its clients’ needs evolve. Today, one of the company’s fastest growing business segments is providing cloud-based backup, DR protection, and business continuity planning.

HELPING CLIENTS PROVIDE PROTECTION FOR VM ENVIRONMENTS

“We had a number of clients who needed help protecting their virtualized environments from potential data loss and attacks like ransomware,” explains Simon Koscinski, Advatek Founder and Managing Director. Since traditional backup software often struggles to support virtual environments, the company built its system around software from Veeam specifically designed for VMs.

“Very early we partnered with Veeam to create a system for backing up VMs and providing 3-2-1 protection—that means keeping 3 copies of data in at least two different locations,” Koscinski said. “The first copy is the primary data, the second is a local backup on disk, and the third is a remote replica stored in our Manchester data center. Three copies, managed appropriately, ensure that client data always remains safe and available.”

NAS AND SOFTWARE COMPRESSION CAN’T KEEP UP WITH GROWTH

Initially, the company used NAS disk at the client sites for the first backup, and then replicated that back to a larger NAS system in the data center. Data compression was carried out in the backup software, and Veeam’s CloudConnect managed the replication of the backup sets to the data center. “The software-based system worked well at first but as we added more and more

clients and as their data kept growing, it just couldn't keep up anymore," said Koscinski. "Storage at the client sites and the data center kept filling up, and we had a hard time keeping up with the data being sent over the network to Manchester."

QUANTUM DXi DEDUPLICATION PROVIDES THE MISSING PIECE

So Advatek investigated deduplication appliances to see if they could help solve the problem and support the company's growth. "We looked at all the leading dedupe vendors and it didn't take us long at all to settle on Quantum and their DXi appliances," Koscinski remembers. "Quantum had very powerful dedupe technology, it had a track record of working very well with Veeam software in many different installations, and the DXi system offered the most flexible configurations that we saw—many different sized appliances and non-disruptive scaling. We also knew Quantum from working with their tape systems and had confidence in their service and support."

"An additional bonus was Quantum's level of security—DXi data is encrypted while it resides on disk and while it is being sent over the network, but the performance stays high."

Under the new system, Advatek installs DXi appliances at client sites to provide local backup. "Veeam and DXi work very well together," Koscinski says. "Backups are fast and restores are instantaneous. Most important, the amount of space we need to store the backups has shrunk dramatically because the DXi has extremely effective deduplication."

To provide the third copy of the data, Veeam CloudConnect manages the replication of the local DXi data to a large, central DXi appliance in Manchester. "The replication works extremely well—the DXi performs the replication, but it is managed through Veeam—and the high dedupe rate has reduced the network traffic by a wide margin. Our central DXi can easily handle all the data coming in, and we have plenty of room to expand the system in the future by adding capacity or processing nodes."

ABOUT ADVATEK

Advatek is a leading integrator and IT services provider headquartered in North Wales with a nine-year track record of providing clients with superior networking, data protection, business continuity planning, support, and managed IT services. Advatek provides its fast-growing list of clients in business, education, and government with a full range of service, and support, including strategies for leveraging virtualization across the Enterprise.





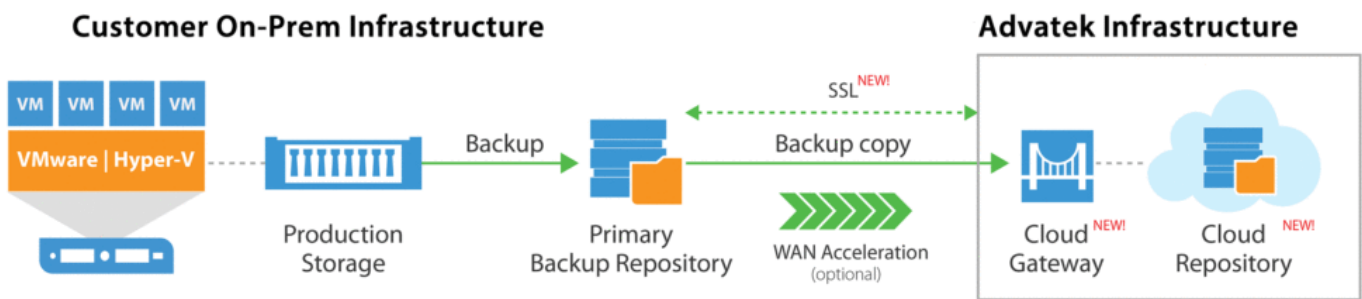
FLAWLESS PERFORMANCE AND ROOM FOR GROWTH

The DXi-Veeam system has given Advatek exactly what they were looking for. “In the 14 months since we installed the first DXi systems, the multi-site, 3-2-1 operation has performed flawlessly,” said Koscinski. “The backups and replications have all completed on time, restores

have been easy, and the whole system has worked without any problems at all.”

One of the things that Advatek likes best about the choice of DXi is the range of choices it gives them for expanding the system. “We can easily scale our central DXi when we need to, as well as the units installed at the client sites.

And for customers who would like a fourth, removable retention option, DXi systems can use Veeam to easily create and export tape-based data sets using a directly-connected Quantum library.”



3-2-1 Protection Using Veeam and DXi

Quantum

Quantum technology and services help customers capture, create, and share digital content—and preserve and protect it for decades at the lowest cost. Quantum’s platforms provide the fastest performance for high-resolution video, images, and industrial IoT, with solutions built for every stage of the data lifecycle, from high-performance ingest to real-time collaboration and analysis and low-cost archiving. Every day the world’s leading entertainment companies, sports franchises, research scientists, government agencies, enterprises, and cloud providers are making the world happier, safer, and smarter on Quantum. See how at www.quantum.com.

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