

IT Consulting Firm Uses NETGEAR[®] ReadyDATA[®] to Solve Challenges with Replication of Financial Data



Profile

Company Name: EMCO Technology

Size: Six Employees

Industry: IT Consulting

URL: www.emcotechnology.com

Location: Levittown, Pennsylvania

Virtualization with Disaster Recovery

Hardware: (2) ReadyDATA 5200 Unified Storage Device

Software: VMware 5 ESXi

Critical Functionality:

- Hourly snapshots
- Continuous replication
- SSD read/write cache boost

Background

For more than 12 years, EMCO Technology has served midsize businesses seeking to improve their IT infrastructure, but lacking the IT resources to do it themselves. EMCO's process typically includes working closely with clients to determine the most pressing technology needs and then building a cost-effective and technologically advanced solution. EMCO has built its reputation on the ability to look beyond individual sales transactions, and instead partner with clients to develop comprehensive elegant solutions that maximize the client's long-term return on their technology investment. EMCO's unique ability to address any and all IT needs of their customers was recently put to the test by an unnamed financial investment firm facing a serious data protection challenge.

Situation

EXISTING BACKUP SYSTEM HAS LIMITED CAPABILITIES AND FAILS TO PROVIDE ADEQUATE DATA PROTECTION

The client's existing tape backup system had become cumbersome and expensive, and often behaved erratically. As backups were performed throughout the day, tapes would often pop out for no apparent reason, forcing the staff to continuously monitor the process and manually push them back in as necessary. "What they didn't understand at the time is that the tapes were popping out because they were becoming full with only half the backup performed," says Brian Harris, Network Engineer at EMCO. "By pushing the tapes back in, they were effectively overwriting the first half of their backup with the second half. As a result, they had not performed a complete and proper backup for over a year."

In addition to the increased opportunity for human error, the system was flawed in other ways. As with most tape backup systems, it required frequent manual intervention and a continuous supply of new tapes, which was burdensome and expensive; it required tapes to be physically taken offsite at regular intervals to ensure compliance with SEC regulations requiring them to conduct regular backups of all essential data and store them offsite for disaster recovery purposes; and retrieving even a single file from tape required hours of IT support time.

Impact

BUSINESS CRITICAL DATA IS AT SERIOUS RISK OF LOSS

The client's lack of a reliable backup mechanism put its data at risk, in the event of a failure. There was no feedback mechanism to inform the staff if the backup had been successful, so nobody ever knew for sure what had and had not been protected. Moreover, with no dedicated resources on-site, employees with other full-time jobs and no specific technical expertise had to remember to manually change tapes as they became full.

In addition, the client's offsite storage plan could lead to catastrophic data loss, in the event of a site-wide disaster. "They weren't even aware that they had never performed a complete backup of their business critical data," says Brian. "But whatever backup they had performed remained onsite until the designated employee took the backup disks with her as she left for home each night. There are simply too many things that can go wrong with that plan."

Result

NETGEAR® ReadyDATA® DELIVERS COMPREHENSIVE, AUTOMATED REPLICATION SOLUTION AT AN AFFORDABLE PRICE

After investigating the options, Brian recommended a pair of NETGEAR® ReadyDATA® 5200 unified storage devices, delivering a full suite of advanced features such as block-level replication, deduplication, and thin provisioning – without the cost and complexity of traditional enterprise storage. With one ReadyDATA 5200 deployed to the client's production environment and the other at an offsite facility, EMCO configured a comprehensive, enterprise-class disaster recovery solution for the client at one-quarter the price of the closest competitive product. Snapshots are now taken continuously and replicated to the offsite location every hour, eliminating the need for manual intervention and the strong probability for human error.

"The ReadyDATA 5200 is the ideal solution for many of our clients, because it provides so many enterprise-class features at a relatively low price," says Brian. "We began working with NETGEAR ReadyNAS systems three years ago for our small, budget conscious clients as an alternative to the large enterprise offerings, to fill the price-performance gap in the market. So when the ReadyDATA line was introduced, we saw it as an opportunity to move up-market with a vendor we knew we could trust."

NETGEAR ReadyDATA enables EMCO to offer its larger clients the power and features they need while providing EMCO with the cost flexibility they require to maintain their competitive edge. "The days of bloated and infinite IT budgets are way behind us," says Emil Pilacik, President of EMCO. "Winning business requires the ability to provide a superior product at a competitive price, and deliver outstanding IT support. ReadyDATA paired with EMCO's IT Services model delivers exactly that."

After extensive testing, the deployment went live nearly six months ago, and both EMCO and their financial services client are pleased with the performance of the ReadyDATA 5200. The disaster recovery site is functioning flawlessly, and consistently possesses the most current data from the replication. Though EMCO had thoroughly investigated the market, NETGEAR ReadyDATA was the only solution outside those of much more expensive enterprise vendors capable of providing this functionality, along with many other enterprise-class features and the ability to scale up to 240TB of storage capacity.

"With NETGEAR ReadyDATA, EMCO can truly offer the needed features of a SAN/NAS to all of our clients at a price they can afford," says Emil. "That provides us with the competitive differentiation we need to effectively serve the enterprise market."



ReadyDATA® 5200

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*The 5-Year Hardware Warranty only covers hardware, fans, and internal power supplies, and does not include external power supplies or software. Hardware modifications or customization void the warranty. The warranty is only valid for the original purchaser and cannot be transferred. Basic technical support provided for 90 days from date of purchase.

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