



# ExaGrid® iSCSI Backup Gateway for Compellent Storage Center SAN

## A Tiered Approach to Backup and Recovery through Deduplication and Compellent Storage Center SAN

### The Problem

IT departments of all sizes are grappling with the problem of how to protect ever-increasing amounts of data. With tight IT budgets, departments must figure out how to cost-effectively meet recovery times for different classes of data in the organization. Data recovery times required for certain critical data may be just seconds. Meanwhile, organizations are forced to backup and maintain growing amounts of data for longer and longer periods, putting greater pressure on existing backup and recovery operations.

Developing an end-to-end data protection and disaster recovery strategy that encompasses continuous protection of critical data and meets backup and retention requirements for all data can be daunting. Tape backups are cumbersome, unreliable, and time consuming. And as the amount of data that organizations need to back up grows, so does the time it takes to back up that data with tape. For most companies, moving away from tape-based backup to disk makes sense when disk is made available at a cost that is competitive with the cost of tape.

### The Solution

The combined solution of ExaGrid's iSCSI Backup Gateway and Compellent's Storage Center SAN delivers the benefits of disk-based backup at cost that is competitive with the cost of tape. In addition, this solution provides the tools necessary to deliver a higher class of protection for critical data. Specific benefits of the combined solution include:

- Eliminates failed backups and restores
- Greatly reduces your backup window
- Works with your existing backup application
- Is perfect for environments with backups of 1TB to 60TB
- Delivers disk-based backup with compression/data de-duplication at the cost of tape
- Provides an optional WAN-efficient offsite system for tape replacement and disaster recovery

### Disk-based Backup at the Price of Tape Through Data Deduplication

Despite poor performance and reliability, one of the factors keeping tape-based products in many organization's backup operations is tape's low price. Though disk has always been a better choice for backup, it was just too expensive to keep weeks, months, or years worth of backups on disk.

Now, through the combination of ExaGrid's iSCSI Gateway and Compellent Storage Center SAN, you can realize the potential of disk-based backup at a cost that is the same or in some cases even less than tape. ExaGrid's unique byte-level data deduplication works directly with large capacity, high performance Compellent Storage Center SAN to dramatically reduce the amount of disk space required to store all of your organization's backup data by 10, 20, or even 50 to 1. And because it works with your existing backup application, there is no cost or risk associated with changing that software.

### Dramatic Reduction in Backup and Restore Times

Trying to back up an ever increasing amount of data to tape during a constantly shrinking backup window has forced organizations to live with backups running into critical business hours and interfering with application and network performance or user productivity. Many find they have to make the difficult decision to cancel backups prematurely, leaving large segments of critical data unprotected.

With ExaGrid Systems and Compellent, these problems can be eliminated. The use of an ExaGrid iSCSI Backup Gateway with Compellent Storage Center SAN can reduce your backup times by 30 to 90%. And when you need that data, you can restore it in a fraction of the time seen with tape.



**ExaGrid iSCSI Gateway Series  
with  
Compellent Storage Center SAN**

#### For more information:

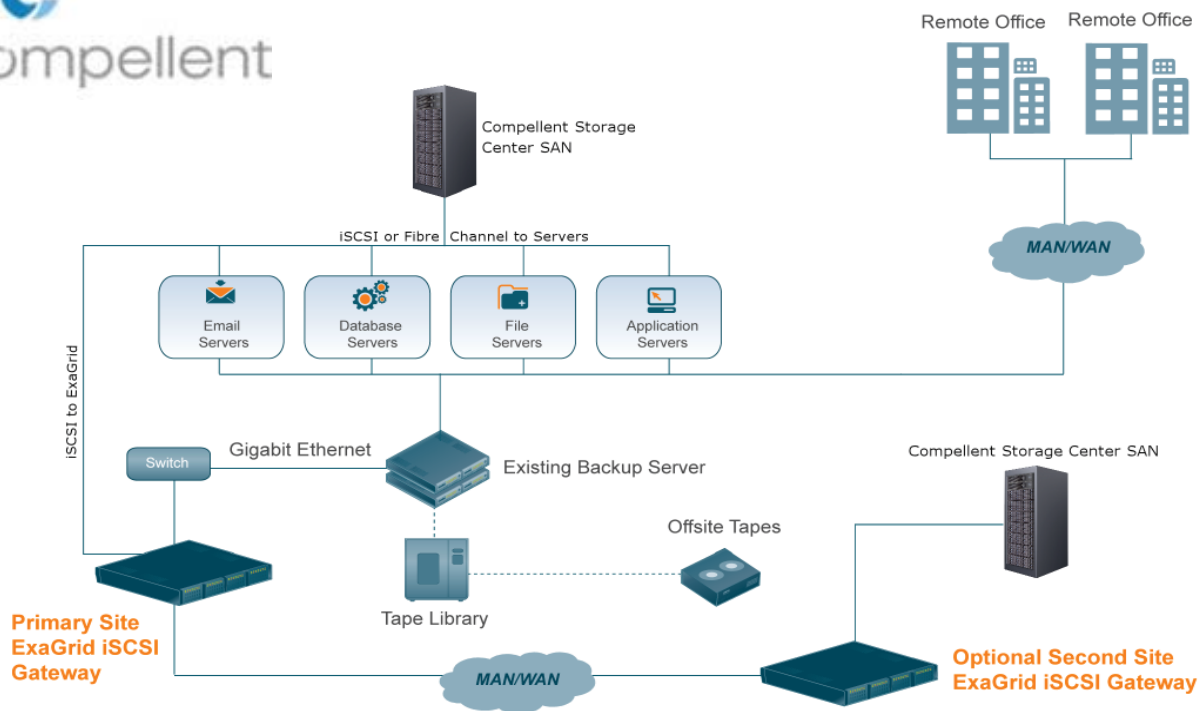
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Deduplication Gateway on  
the web visit  
[www.exagrid.com/compellent](http://www.exagrid.com/compellent)

For Compellent Storage Center SAN  
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# ExaGrid® iSCSI Gateway



## WAN Efficient Method to Move Backups to Off-site Disk

The costs and hassles of handling, transporting, securing and storing tapes at off-site locations for disaster recovery was once a necessary evil. Using ExaGrid iSCSI Backup Gateway and Compellent Storage Center SAN, organizations can nearly eliminate the need to restore from tape, even when the restore is coming from an off-site copy of the backup data. Byte level data deduplication not only saves capacity for storing backups, it brings a 50 to 1 WAN efficiency ratio for transferring a copy of that data to an off-site location for disaster recovery protection. A secure connection assures data integrity while also alleviating hours of manual handling of tapes to-and-from locations.

## Instant Recovery Locally and Remotely for Critical Data

In addition to being backed up, some amount of critical data in an environment also needs to be protected on a more granular basis allowing recovery to be achieved in seconds or near instantaneously. Compellent's Data Instant Replay™ creates an unlimited number of space efficient snapshots to provide extremely fast recovery from any point in time of your most critical data. This capability when combined with Remote Instant Replay™ which efficiently copies snapshots to a remote data center, means data is protected locally and also available remotely.

## Reduced Management Time via Simple, Intuitive User-interfaces

Storage management, data protection, and backup administration have typically been complex, time-consuming tasks. The combined ExaGrid Systems/Compellent solution streamlines administrative tasks. Through simple, web-based user-interfaces, each task is a few mouse clicks from completion. With minimal administration and management time required for data protection, IT personnel are able to focus on other projects without interruption.

## The ExaGrid Systems and Compellent SAN Solution

ExaGrid Systems and the Compellent SAN bring together the best elements of data deduplication and affordable, highly available, and easy to manage storage to enable end to end data protection and disk-based backup at a cost that is often lower than tape-based technology.