

Marlen International



Customer Snapshot

Name

Marlen International

Overview

Manufacturer of industrial food processing equipment

Headquarters

Overland Park, Kansas

EVault Products

- EVault Cloud Disaster Recovery Service
- EVault Endpoint Protection
- EVault Offsite Replication Service
- EVault System Restore
- EVault Software
- EVault Agent for VMware
- EVault Agent for Microsoft® Windows
- EVault Plug-in for Microsoft SQL Server

Challenges

- Traditional tape backup processes had become unreliable and didn't scale well to meet changing needs

Manufacturer Gains Complete Data Protection: From Server-to-Laptop through Disaster Recovery

Marlen International used to rely on tape-based backups to store critical ERP, CRM, and CAD data. As the company's data (and its workforce) grew, employees increasingly faced the challenge of protecting data in remote sites and on laptops. Tape's shortcomings became evident, and Marlen switched to an EVault® cloud-connected™ solution—a hybrid of onsite technology for instant, local restores and remote, offsite disaster protection that could easily accommodate the company's expansion—to protect key servers, remote office servers, and numerous, geographically dispersed desktop and laptop computers.

Outgrowing Tape Backup System

Marlen is a reputed designer and manufacturer of innovative, highly engineered food processing equipment that helps hundreds of iconic food brands get their products to grocery stores. Marlen's innovation creates 500 GB of data growth annually, mostly in AutoCAD and Pro/ENGINEER CAD files produced by engineers at remote offices in Kansas and Oregon. Other storage-heavy applications include IBM Cognos (used for reporting) and Info ERP Syteline (used for many ERP and CRM functions). Additionally, the company plans to grow aggressively through at least 2015.

Systems Administrator Travis Stoll knew that Marlen would have to replace its already strained tape backup system to meet the company's growth. He wanted more dynamic, online backups that could cover everything from Marlen's local and remote site servers to the company's desktop and laptop systems. He also wanted a solution that could scale to accommodate more sites and systems while delivering faster, more reliable backup and recovery.

“Other solutions either required heavy, expensive and complicated equipment or didn't provide the features and flexibility of EVault.”

— — Travis Stoll
Systems Administrator
Marlen International

Case Study

Marlen International

- Remote office/worker data was not always protected
- Backup and recovery processes had become hard to manage, time-consuming, and costly

Goals

- Automate and accelerate backup and recovery processes
- Expand backup and recovery to include remote offices and users
- Reliably achieve both local backup and offsite recovery
- More quickly recover critical ERP, engineering, and reporting systems
- Scale easily to accommodate rapid data growth and company expansion with minimal investment

Results

- Saved over 8.5 hours per week on backup management
- Dramatically reduced restore times from 3+ hours to just 5 minutes
- Established reliable offsite disaster protection
- Rapidly restored user data after laptop was stolen

Alternatives to Tape Prove Costly and Inflexible—But not EVault

Stoll initially considered EMC and HP solutions. The high start-up cost made him pause, however. “We looked at Data Domain and HP StorageWorks but they amounted to hundreds of thousands of dollars for the gear you needed,” says Stoll. He also heard the same story when he tried an evaluation version of a Barracuda Networks backup device. “Barracuda also had you put an appliance at every site. If we bought another company and they had a few more sites, that would be more appliances we’d have to buy at several thousand dollars per site.”

“We researched several other solutions,” says Stoll. “They required heavy, expensive and complicated equipment or didn’t provide the features and flexibility of EVault. We now support data protection for multiple sites with EVault software across our WAN. Working with one online backup vault at our main data center works for now. We know we can always add appliances later if we need to do that. EVault is just much more flexible and gives us what we want in return.”

EVault now protects Marlen’s core local and remote site servers. Stoll also deployed EVault System Restore for bare metal recovery of key servers, as well as EVault Endpoint Protection for Marlen’s laptop-toting road warriors. EVault Offsite Replication Service and EVault Cloud Disaster Recovery Service ensure backup data is replicated nightly to the cloud where it can be easily, reliably recovered in case of disaster.

Benefits Include EVault Endpoint Protection Success Story

Marlen’s EVault solution has saved the company over 8.5 hours per week in backup management tasks. The company also reduced average restore times from half a day to just about five minutes.

Equally important to Marlen is EVault support, which, Stoll says, “It’s the best I’ve ever had. I always get someone live on the line [who usually] remotes in and takes care of my issue or question in less than 30 minutes.”

After a laptop was stolen, Stoll got to see EVault Endpoint Protection in action. “EVault Endpoint Protection worked flawlessly,” he says. “It had been protecting the user’s data over the Internet. The data was already locked so whoever took the computer couldn’t access it. The owner of the laptop came in the next morning. By noon, we were able to give him a brand-new laptop and restore all of his data.”

Thanks to EVault, Stoll is more confident than ever in the firm’s ability to meet any current or future data protection challenge. “Marlen now has a drastically improved comfort level that its data is safe,” he says.

Take the Next Step

To learn more about EVault cloud storage services, call us at 1.877.901.DATA (3282), email us at concierge@evault.com, or visit us at www.evault.com.



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