

CUSTOMER CASE STUDY

**COMPANY OVERVIEW**

Leading chemical manufacturer serving industrial clients in more than 70,000 locations worldwide.

**BACKUP APPLICATION**

EMC<sup>®</sup> NetWorker<sup>®</sup>

**KEY BENEFITS**

- 30-40 percent faster backup times
- Leveraged investment in tapes
- Freed up significant staff time by increasing backup reliability and automating backups

# Chemical Manufacturer Speeds Backups and Improves Infrastructure Reliability with SEPATON S2100-ES2

A leading chemical manufacturer provides chemicals and services to water and wastewater treatment facilities and industrial clients in more than 70,000 locations worldwide. To manage this organization, the company relies on a large ERP system as well as a wide range of other business systems and applications. When the company's tape backup systems could no longer meet their backup windows or their recovery time/recovery point objectives, they implemented a SEPATON<sup>®</sup> S2100<sup>®</sup>-ES2 virtual tape library with dramatic, positive results.

“The SEPATON VTL is so fast and reliable that it took the pressure off our tape systems and gave us the time we needed to keep our entire data protection process running more efficiently.”

Infrastructure Systems Analyst  
Leading Chemical Manufacturer

**THE SITUATION**

The company's IT staff was performing full backups of their entire corporate data center each weekend using StorageTek L700 tape drives and EMC NetWorker backup software. To stay within their backup window, they were pushing their tape drives to the limit of their capabilities and causing frequent failures. “Our backup times were growing beyond our 24-hour window,” said the company's infrastructure systems analyst. “We were wasting a lot of IT staff time on fixing tape drive failures and keeping our backups running efficiently.” As the company's data volumes continued to grow, the issue was becoming critical. “We knew we needed a faster, more reliable backup technology,” he continued.

**THE NEEDS**

The company needed a backup/restore technology that could complete their full backups faster and would require less manual labor than existing systems. They also wanted a technology that

could be installed in their complex infrastructure seamlessly, without requiring changes to their backup software application or backup policies. The system they chose needed to scale both performance and capacity easily to handle their anticipated data growth.

**THE EVALUATION**

The company considered several technologies including adding more tape drives and implementing a disk-to-disk backup system. The company's hardware integrator, Datalink recommended a SEPATON S2100-ES2 virtual tape library (VTL).

“We looked at the specification data and quickly realized that the SEPATON VTL was the only technology that could really provide the levels of performance and reliability we needed,” said the infrastructure systems manager. He also noted that SEPATON's ability to handle any size backup and to scale both capacity and performance without creating “storage silos” were important to them.

## CUSTOMER CASE STUDY

The SEPATON S2100-ES2 was installed on-site and configured in a matter of hours. “The installation process went very smoothly,” said the infrastructure systems manager. “The system emu-

lated our L700 system so completely, we didn’t need to change our policies or procedures.” The company is currently in the process of moving backup of its servers from their existing tape drives to the SEPATON VTL.

“We have only scratched the surface of the SEPATON VTL’s capabilities. Our overall efficiency will continue to increase as we back-up more of our servers and data to the VTL.”

Infrastructure Systems Analyst  
*Leading Chemical Manufacturer*

### THE RESULTS

Since implementing the SEPATON VTL, The company has achieved 30 to 40 percent faster backup times. “We have only scratched the surface of the SEPATON VTL’s capabilities,” said the infrastructure systems manager. “Our overall efficiency will continue to increase as we back up more of our servers and data to the VTL.” He also noted that the SEPATON S2100-ES2 VTL has freed up significant IT staff time, enabling them to spend more time optimizing their infrastructure and making better use of their tape drive systems. “The SEPATON VTL is so fast and reliable that it took the pressure off our tape systems and gave us the time we needed to keep our entire data protection process running more efficiently.”

The company is in the process of moving more and more of their backup and restore processes to the SEPATON VTL. “We only see continued benefits from the SEPATON system in the future,” he noted.