

Small business saves
\$200,000 a year with
Veritas Backup Exec™ and
Microsoft Azure

OVERVIEW

Manufacturer of Plumbing Products Deploys Cost-Effective Data Protection with Veritas Backup Exec and Microsoft Azure

Durst Corporation knows how important data protection is. Over several years, the company developed a great deal of confidence in its Veritas Backup Exec™ solution, but as the business grew, the on-premises backups became inefficient. Durst engaged IT services company Computer Solutions East to find a more cost-effective approach to data protection. The firm implemented Veritas Backup Exec 20.3 in tandem with Microsoft Azure Site Recovery. The resulting data protection solution combines on-premises and cloud-based storage that is easy to use and is saving Durst more than \$200,000 a year.

MANUFACTURING EXCELLENCE DEMANDS DATA PROTECTION

Founded in 1901, Durst has manufactured plumbing products for five generations. Its offerings range from fixtures such as faucets and showerheads to behind-the-scenes components like pipes, valves, and washers, to accessories including towel racks and hose nozzles.

As Durst grew through the years, the IT team became increasingly concerned about protecting the process data from its internal manufacturing, shipping, logistics, sales, and financial systems. They realized that enterprises the size of Durst never recover from data disasters without a good strategy for backup and data recovery. That's why the company implemented Veritas Backup Exec more than a decade ago to keep its business-critical information safe.

Backup Exec proved to be a smart choice. In multiple situations, ranging from server failures to ransomware attacks, Backup Exec has recovered Durst data. In fact, the company has never lost any of its data since implementing the Veritas™ solution. This track record gave Durst confidence that Backup Exec would effectively protect its data. The company was pleased with the solution's ease of use and reliability.



ORGANIZATION PROFILE

Industry: Manufacturing

Website: durstcorp.com

Headquarters: Cranford, NJ

Employees: Fewer than 50

KEY CHALLENGES

Veritas Backup Exec™ had proven extremely effective and reliable, but as the small plumbing manufacturer grew, backing up to on-premises storage became inefficient and unwieldy.

SOLUTION

IT services company Computer Solutions East deployed a hybrid data protection solution. Veritas Backup Exec™ and Microsoft Azure Site Recovery work together to back up data to on-premises disk storage, then replicate those backups to the cloud.

BENEFITS

- More than \$200,000 in annual cost savings on hardware, services, and software
- Data recovery in hours, not days or weeks, in the event of a disaster
- Improved staff efficiency

Eventually, however, Durst needed to rethink its data protection infrastructure. The company was running daily backups to hardware within its data center. Once its order volume reached 400 to 500 per day, each incremental backup entailed 27 GB of data, and the backup process was slowing down network performance. Keeping up with the operational requirements of the business 24x7 required Durst to reclaim processing power within the data center, so that all its production systems would be fully focused on supporting the business.

“Veritas Backup Exec with Microsoft Azure is a complete disaster recovery strategy that lowers our IT budget and allows us to distribute savings to our sales and marketing departments.”

David Wolf, IT Project Specialist, Durst Corp

VERITAS AND MICROSOFT TEAM UP IN CSE-DESIGNED SOLUTION

Durst enlisted IT consulting firm Computer Solutions East (CSE) to help implement a solution that would protect the data on its 25 Microsoft Hyper-V virtual servers without making the network more complex. Durst also wanted to continue using the proven and trusted Backup Exec solution. CSE got to work developing a data protection plan. “CSE is always evolving to meet our customers’ technology needs,” says Allen Hamaoui, managing partner for the firm.

CSE is a Microsoft Gold Certified Partner. Because Veritas and Microsoft have a longstanding relationship, CSE proposed that Durst deploy a joint hybrid cloud storage solution for its data protection. Backup Exec 20.3 would copy daily incremental changes on the 25 Hyper-V virtual machines to a disk-based backup system within the data center. Then, Microsoft Azure Site Recovery would handle a secondary disk-to-cloud backup. This two-step data protection process would eliminate the bandwidth demand on the data center while still enabling Durst to keep its trusted Veritas solution.

“Backup to cloud is about data transfer without slowing down the entire network,” Hamaoui says. “Veritas and Azure made it possible to keep Durst’s data safe without impacting its day-to-day processing time.”

DATA PROTECTION COSTS FALL BY \$200,000 ANNUALLY

Durst agreed to the proposal, and CSE implemented Veritas Backup Exec 20.3 and Azure Site Recovery. Now, the company’s virtual environment backs up first to on-site disk storage, followed by replication of both full and incremental backups into Azure Blob Storage.

This is a highly cost-effective approach to business continuity because cloud storage is so affordable. Yet the seamless integration between Backup Exec and Azure provides Durst with a full data protection solution that safeguards disaster recovery and business continuity. In the event of a disaster, Durst can either recover its Hyper-V servers in the Azure cloud or replicate them in real time back into its data center, without having to operate and support a mirror architecture. This reduces the recovery time from several days to a matter of hours.

“In the prior environment, if the data was not available on site, then recovering servers would take days, if not weeks,” Hamaoui says. “Now, the limiting factors affecting speed of on-premises recovery are bandwidth and data size.” It takes several hours, at least, to download a server backup. However, if Durst needs to recover multiple servers, the backups can download from Azure simultaneously. “So, 10 servers can be recovered at the same time. This process would save weeks of time in a disaster.”

In addition, the solution’s ease of use has streamlined day-to-day management of data protection and has lowered the learning curve for new backup strategies. “Combining Backup Exec and Azure Site Recovery makes it easy to monitor, back up, and recover data using one UI [user interface],” Hamaoui says. “It’s efficient.”

“At CSE, we have learned that it takes about six months for staff to become proficient in a new technology and about a year to be exposed to enough support cases to be able to identify issues and resolve them in a timely manner,” Hamaoui continues. “Our teams have years

of experience in Microsoft Azure and Veritas Backup Exec. The combination of these two technologies working together provided a true success path in the lowest-possible cost for CSE to provide a full disaster recovery solution to Durst and other clients.”

Durst estimates that it has been saving more than \$200,000 a year on services, hardware, and software ever since CSE implemented its new data protection solution.

“It’s been great,” says David Wolf, IT project specialist for Durst. “Issues are handled promptly, and a lot has been taken off my lap. I can get CSE on weekends if there’s an odd flareup. It’s been fantastic.

“Durst Corporation believes in making great products that work with engineering excellence,” Wolf adds. “Veritas Backup Exec with Microsoft Azure is a complete disaster recovery strategy that lowers our IT budget and allows us to distribute savings to our sales and marketing departments.”

Concludes Hamaoui: “What makes this work, at the end of the day, is that Microsoft and Veritas work together. The partnership is what drives the solution.”

BUSINESS PARTNERS

Computer Solutions East (CSE) is an information technology company based in New Rochelle, New York. CSE’s knowledgeable and certified consultants offers innovative IT services and products to small and midsize businesses in the tri-state area of New York, Connecticut, and New Jersey.



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Veritas Technologies empowers businesses of all sizes to discover the truth in information—their most important digital asset. Using the Veritas platform, customers can accelerate their digital transformation and solve pressing IT and business challenges including multi-cloud data management, data protection, storage optimization, compliance readiness and workload portability—with no cloud vendor lock-in. Eighty-six percent of Fortune 500 companies rely on Veritas today to reveal data insights that drive competitive advantage. Learn more at www.veritas.com or follow us on Twitter at [@veritastechllc](https://twitter.com/veritastechllc).

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