

Southeast's Largest Data Storage Provider Ramps Up Performance and Cuts Costs with Updated Backup System

Introduction: Peak 10

Peak 10 is the leading independent data center operator and managed services provider in the eastern United States. This fast-growing company delivers scalable, economical, and reliable solutions for hosting and managing complex information technology infrastructure. Peak 10 owns and operates world-class facilities in Nashville, Tennessee; Louisville, Kentucky; Tampa and Jacksonville, Florida; and Raleigh and Charlotte, North Carolina.

Although Peak 10's strong and steady growth landed them in *Inc.* magazine's Top 500 in both 2005 and 2006, they still retain the traits of a local company, such as accessibility, personal relationships, trust, and attention. However, Peak10 customers also enjoy the benefits of a large company with stability, a variety of resources, expertise, and high performance.

Peak 10's growing client list includes Rivals.com, LendingTree, GunnAllen Financial, Global Knowledge, MaximumASP, and the Jacksonville Jaguars.

The Situation

Peak 10 was looking for a technology refresh for their outdated backup platform, in which they were using StorageTek 9714 and 9710 libraries on Solaris E450 servers.

Because of a service contract with the vendor, the data storage team relied on outside support when things went wrong. And as the hardware aged, that was happening more and more frequently. In fact, each week one or two tapes had to be replaced.

With a new backup platform, Peak 10 wanted to reduce their reliance on outside support for their backup platform. Furthermore, to ensure that backups occurred quickly and reliably, Peak 10 needed to shrink their backup window – and that meant a faster backup system.

The Challenge

In addition to reducing the size of their backup window, Peak 10's basic requirements for a backup storage system were:

- Both disk and tape backup
- Flexibility in backing up to any type of disk
- Modularity built into the backup system
- Increase the amount of data backed up
- Easy to manage

- Cost effective
- Smaller backup window

However, Peak 10 simply couldn't find a solution to fit their needs until one of their partners referred them to VeriStor based on their past experience with storage and backups.

The Result

Because of VeriStor's consistency and support, each of the data center backup platform upgrades was completed on schedule.

Peak 10 is pleased with the modularity of the new backup system. Now when they add or change disks, they can put in a new chassis as they go along. When that becomes outdated, it's easy for Peak 10 to shift from one to the other. In addition, if they needed to change to a new disk tomorrow, they simply migrate the data and move forward. The BakBone software makes the process easy and straightforward; they've found the intuitive lay-out of the software a big help.

"Our people have been very happy with the solution," says Jerry Carner, Peak 10's Storage Manager. "We see it in the performance and with what we're able to accomplish."

Even better, the BakBone software that Peak 10 bought was less expensive than their previous vendor. A single BakBone client costs a third to a half less than the cost of Peak 10's previous client.

The Bottom Line

"VeriStor saved us time by walking through the solution with us and nudging our thought process in the right direction. We got better performance and saved money. The whole design was a big win." – Jerry Carner, Storage Manager, Peak 10

VeriStor Solution

After meeting with VeriStor and spending time in the VeriStor lab in Atlanta, Peak 10 decided to go with the recommended solution:

For the ...	VeriStor recommended ...	Because it's ...
Backup-to-disk layer	Nexsan™ SATABeast™	A scalable disk solution that's also fast, high-density, and cost-effective. It's also completely operating system independent.
Tape libraries	Spectra Logic®	Provides enterprise-level reliability and features in a mid-range library solution.
Backup software	BakBone® NetVault™	SmartClient technology enables Peak 10 to scale into larger backup and dedicated opportunities.
Switches	QLogic® switches	A stackable switch solution for Fibre Channel – cost-effective and easy to add onto.

About VeriStor Systems, Inc.

VeriStor, an enterprise storage consulting firm, delivers cost-effective and performance-enhancing storage technologies that meet the customer needs now and in the future for their critical business operations. Using vigorous methodologies and best practices that verify the performance and cost advantages of new storage solutions, VeriStor earned the role as the trusted resource and leader in assessing storage solutions. Over 250 customers in enterprise, mid-market, and government organizations chose VeriStor to research, validate, and implement leading-edge storage technologies and solutions, including Fibre Channel and iSCSI Storage Area Networks (SANs), Network Attached Storage (NAS), Backup & Recovery, Data Replication, Information Lifecycle Management (ILM), and Compliance Archiving. Clients enjoy robust storage solutions at the right price through a range of services from advice to turnkey data storage implementation.

VeriStor, founded by storage industry experts, is headquartered in Atlanta, GA. For more information, please visit <http://www.veristor.com>.

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