

“ We never hesitate at introducing Coolspirit to any customer looking for a Quantum product or solution regardless of whether it is a few dozen media or a complete backup system. Their focus on customer needs is second to none. ”

**Ewan Johnson**  
Quantum Storage UK

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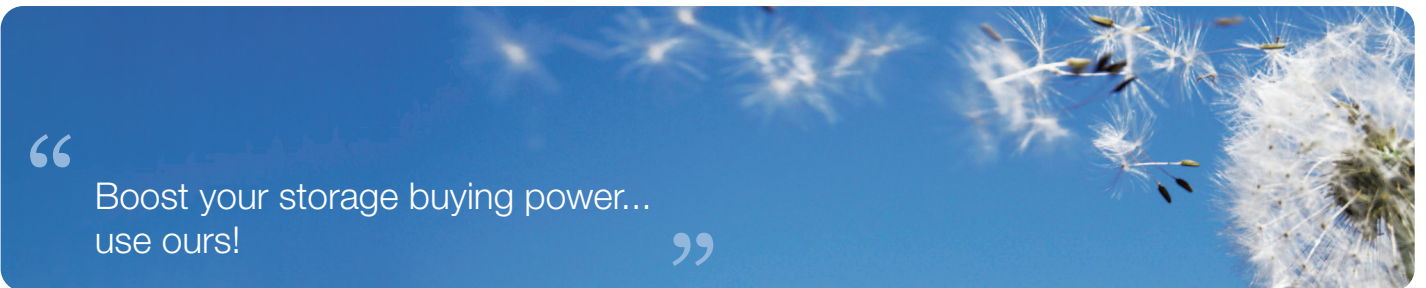
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## Scalar Series

## Disaster Recovery Firm Cuts its Backup Management Time by 90% with Scalar Tape Library

With growing data storage demands, infrastructureWORKS began to experience bottlenecks that slowed down its backup system. By upgrading to Quantum's Scalar i40 entry-level LTO tape library and leveraging its integrated iLayer management software, the company has cut its backup management time by 90 percent and expects a return on its investment within 6-8 months.

### DATA GROWTH STRAINS BACKUP WINDOW

infrastructureWORKS focuses on networking, storage, availability, virtualization and managed disaster recovery services for mid-size and enterprise businesses. The company uses a co-location facility to house its own servers as well as those used to deliver backup services to its clients. infrastructureWORKS reliably backed up its internal data to a Quantum Scalar 24 tape library for several years. However, a dramatic growth in data files began to put stress on the existing system—5TB overnight backups sometimes exceeded the 8-hour backup window and ran into the next production day. In addition, IT staff spent about ten hours a month coordinating tape changes with the data center operators.

*The speed, capacity and ease of management of Quantum's Scalar i40 have delivered great ROI. The savings in time and tape costs will allow us to recoup our investment in six to eight months.*

Jeff Greenberg  
Managing Director

"Removing tapes for off-site storage required one person sitting at the tape library for some time, waiting for tapes to be ejected," says infrastructureWORKS managing director Jeff Greenberg.

### EASY-TO-USE MANAGEMENT FEATURES IN AN ENTRY-LEVEL PRODUCT

As internal backup needs grew, Greenberg searched for a tape library that would provide additional capacity and intelligent management features like those often found in enterprise-class offerings. When Quantum released the Scalar i40/i80 line of libraries, Greenberg found the perfect solution. This entry-level system with Quantum's integrated and user friendly iLayer management software fit all his requirements. After a careful selection process, the company purchased a Scalar i40 with two LTO-4 tape drives.

"Until then, we had only seen such a sophisticated feature set on larger enterprise libraries," says Greenberg. "The Scalar i40/i80 libraries come at a very attractive price and bring to small and medium-sized businesses a new level of enterprise-class storage management capabilities that are simple to use.

"We have a commitment to our customers to fully evaluate the technologies we are recommending," continues Greenberg. Our back-office environment is an ideal proving ground since our internal backup and recovery requirements and challenges are similar to those of most mid-size enterprises."

The 3U rack-mount Scalar i40 comes with two 20-slot magazines. 25 of those slots are available in the base configuration, plus an additional 5 are available as import/export (mail) slots. Another 15 can then be activated as needed through the capacity-on-demand license.

## infrastructureWORKS

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## SOLUTION OVERVIEW

- Quantum Scalar i40 with embedded iLayer management software and dual LTO-4 tape drives
- Symantec NetBackup 7.0

## KEY BENEFITS

- Reduces storage management time by 90%
- Delivers ROI within 6-8 months of implementation
- Doubles storage capacity with move from LTO-3 to LTO-4 tape drives
- Shortens backup window from 14 hours to 6-8 hours

"The ability to add capacity on demand was a big draw for us," reports Greenberg, who currently uses only 25 slots. "As our storage needs grow, we can license more slots with ease."

In addition to buying the Scalar i40, infrastructureWORKS upgraded its media servers to take advantage of the higher data throughput offered by the new Quantum tape library with its dual drives and 4Gb Fibre Channel interfaces. Once the Scalar i40 arrived on site, Greenberg says his technicians had it running within a short time thanks to the simple setup wizard and intuitive iLayer management interface.

"The set up was minimal with a fast learning curve to get the Scalar i40 operational," he says. "It took more time to get it out of the box and racked and stacked than it did to get it running."

### ROI WITHIN SIX TO EIGHT MONTHS

Although infrastructureWORKS is using about the same number of tapes slots as previously, it has gained twice the storage capacity per tape due to the switch from the LTO-3 drives in the previous library to LTO-4 drives in the Scalar i40. Higher density tape also means less time changing media and significantly lower costs for storage.

"The speed, capacity and ease of management of Quantum's Scalar i40 have delivered great ROI," says Greenberg. "The savings in time and tape costs will allow us to recoup our investment in six to eight months—which was extremely important to us for a non-revenue-generating back-office investment."

Faster tape drives have sped up the nightly backups so they no longer spill over into production hours. Backups that used to take up to 14 hours are now done in six to eight.

The biggest difference, however, has been ease of management. Because the older system lacked mailbox functions, multiple tapes had to be extracted one at a time. Now, they are waiting in the mailbox ready for the operator to remove and send to offsite storage.

"The Scalar i40 places the tapes for off-site storage in the 5-tape mail slot, eliminating the wait and simplifying the process such that a non-technical administrator can coordinate it, freeing up valuable time for our technical staff," comments Greenberg.

As a result of faster tape drives and leveraging the library's iLayer software, infrastructureWORKS has cut its data backup management time by 90 percent.

"The Quantum Scalar i40/i80 is a great replacement system for us," Greenberg says. The real differentiator is that the iLayer software provides intelligent media management features that simplify many backup tasks.

"It is important to look at the entire feature set, not just the raw technology such as number of cartridges and drives," continues Greenberg.

"Where Quantum really excels is in terms of the quality and simplification of its enterprise-level management capabilities that are offered at an entry-level price point."

Within weeks of infrastructureWORKS internal success with the Scalar i40, three additional Scalar i40/i80's were specified for their existing mid-size customers.

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**Jeff Greenberg**  
Managing Director

### ABOUT infrastructureWORKS

Headquartered in Warren, NJ, infrastructureWORKS LLC ([www.infrastructureworks.com](http://www.infrastructureworks.com)) provides Business Continuity on Demand (BCoD) services for mid-sized businesses.



### What is Q&U?

Our goal is to preserve the world's most important data. Yours. Q&U is Quantum's approach of collaborating with you to address your specific data protection and retention challenges. It's about sharing our insights and expertise, giving you the resources to make educated choices, and delivering comprehensive solutions that help you tackle today's challenges while preparing for tomorrow. When Q&U come together, great things happen.

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