



# ExaGrid® and ATScLOUD Backup and DR with Secure BDRcloud

SOLUTION BRIEF



InfoWorld.com Awards ExaGrid ES  
"Technology of the Year - 2013"



ExaGrid EX13000E Awarded  
"2012 Products of the Year" Bronze



ExaGrid Wins  
"Best Value for the Money"



ExaGrid Recognized as "Top Emerging  
Vendor" in Customer Interest

There are many reasons to keep a complete set of backups at an offsite location. First and foremost, it prevents the loss of your backup data in the event of a site disaster. Additionally, it allows organizations to achieve business policy and regulatory compliance. Storing offsite backups can be accomplished by making tape copies and vaulting them offsite. Or, if you are using or planning to use a disk-based backup appliance with deduplication for your onsite backups, then you could replicate those backups to another appliance in another one of your data centers that is geographically separated enough to offer disaster recovery protection. And in fact, as the migration from tape to disk for backup continues, more and more organizations are doing just that.

However, it not always feasible or even possible to deploy and manage an offsite disk-based appliance in a remote data center. In some cases, the up-front capital expenditure may be prohibitive. In other cases, there is no customer-owned remote data center available or little to no IT time available to manage the appliances providing disaster recovery protection for backup.

Now, because of the partnership between ExaGrid Systems and ATScLOUD, customers can still dramatically reduce — or even eliminate — tape both onsite and offsite through a secure Backup and Disaster Recovery (BDR) offering called Secure BDRcloud. With Secure BDRcloud, customers can replicate their onsite backups to the ATScLOUD infrastructure, located in a fully managed Tier IV data center environment, with its high level of built-in security protecting data from disaster. In this model, there are no up-front capital costs, no power, cooling or space requirements for your data center, and nothing for your IT staff to manage for disaster recovery. A DR plan is not a complete plan without testing. In fact, the DR plan can and should be tested with sufficient failures, and retested to ensure validity. BDRcloud enables frequent non-disruptive testing of recovery plans.

BDRcloud from ExaGrid and ATScLOUD consists of an installation of ExaGrid appliances in your data center for local onsite backups with replication to ATScLOUD's secure cloud infrastructure.

This provides the following benefits:

- Achieves the goal of having offsite copies of backups for disaster recovery and compliance
- Avoids any up-front capital costs for storage related to offsite backup copies
- Allows you to pay only for the actual capacity you use
- Provides the ability to increase or reduce capacity requirements quickly with no penalty
- Eliminates the need for IT staff to manage disaster recovery storage for backup
- Gives multiple options for data recovery when needed
- Offers the ability to conduct audits and DR tests when required

## Four Reasons to Do Offsite Backups with ExaGrid and ATScLOUD

### Protection against Primary Site Data Loss

The ability to protect your data from loss of onsite backup copies in the case of a disaster is of paramount importance. With an onsite ExaGrid system replicating to Secure BDRcloud, you can be assured your backup data will not be lost in the event



# ExaGrid and ATScLOUD – Backup and DR with Secure BDRcloud

---

of a natural or man-made disaster. The data that is replicated to BDRcloud can be leveraged as part of your business continuity plans and can help you meet regulatory and business policy compliance.

ATScLOUD offers a unique integration of enterprise-class infrastructure, a comprehensive cloud platform, unmatched expertise in hybrid cloud design and the first comprehensive hybrid cloud security suite. All of these elements unite under one roof with ATScLOUD, enabling ExaGrid customers to enjoy Fortune 500-caliber IT functionality without the upfront investment of infrastructure and internal staffing.

## Industry-Leading Data Deduplication

A system's deduplication rate is the determining factor in the amount of data that is reduced and therefore the amount of disk that is required onsite. As important, it determines how much capacity is required in the cloud for offsite copies; the better the deduplication, the lower the cloud-based capacity requirements, and therefore the lower the cost. The deduplication rate also impacts the amount of bandwidth that is needed to replicate to the cloud. Again, the better the deduplication, the lower the bandwidth requirements and therefore the lower the cost. The poorer the deduplication rate, the higher the cost of all of these elements. Deduplication rates can vary greatly, and ExaGrid achieves the highest deduplication rates and holds down the cost of bandwidth, onsite disk, and offsite cloud storage.

## Unparalleled Scalability for Onsite Backups

For onsite backups, ExaGrid provides a scalable next-generation GRID architecture. This approach expands using full servers, which ensures that capacity and performance grow in lock-step. To add an ExaGrid appliance, you simply plug it in and let ExaGrid's GRID software virtualize the backup capacity pool. There are multiple appliances available, which allow full backups of 1TB, 2TB, 3TB, 4TB, 5TB, 7TB, 10TB, or 13TB with corresponding raw capacity of 3.5TB, 5.5TB, 9TB, 11TB, 13TB, 16TB, 23TB, and 32TB, respectively. Any size appliance can be mixed and matched in multiple different configurations with up to ten servers combined into a single GRID of up to 320TB of raw capacity, allowing full backups of up to 130TB. This approach allows ExaGrid to provide 50% lower total system cost vs competing systems over time by eliminating the costly "forklift" upgrades associated with legacy front-end controller/disk shelf architectures.

## Unparalleled Security and Reliability Offsite

ATScLOUD infrastructure consists of a number of Tier IV data centers dispersed geographically to provide a secure, high performance, and extremely reliable infrastructure (greater than 99.98% uptime). Unlike the mass-market public cloud providers, ATScLOUD offers the security of a private cloud environment while ensuring you experience the cost benefits that only a cloud model can provide.

In addition, you get built-in Firewall protection, Security and Compliance such as PCI, SAS70, SSAE16 and HIPAA. It is ATScLOUD's responsibility to maintain Secure BDRcloud, cover bandwidth costs, and BDRcloud is the first hybrid cloud to offer a DRM-DLP cloud-based solution. All of BDRcloud's suite of services complements ExaGrid customers' business continuity and DR solutions.

As an industry leader in expertise and engineering excellence, Secure BDRcloud allows ExaGrid customers to achieve true business continuity.

---

## About ATScLOUD

ATScLOUD is part of the Etan Industries, Inc. family of companies. Etan was established in 1977 as a leader in the cable/telecom industry providing receivables management services for companies such as Time Warner, Charter Communications and Comcast. ATScLOUD was forged from the experience of providing secure hybrid cloud infrastructure for Etan Industries. Since 2007, ATScLOUD has provided white label, private, secure hybrid cloud infrastructure as a service (IaaS), to partners across the country. By partnering with ATScLOUD, managed service providers (MSPs) and value added resellers (VARs) can offer "best-in-class" cloud solutions without the burden, responsibility and cost of maintaining a complex infrastructure.