

**The Organization**

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Based in Littleton, Massachusetts, Akorri® develops IT virtual infrastructure management software solutions that optimize performance and utilization in the dynamic data center. Akorri's software provides automated, infrastructure-wide visibility and analysis to help enterprises fix problems, optimize utilization and improve performance for both virtual and physical servers and storage.

SonicWALL® spoke with Fred McHugh, Manager of Information Technology for Akorri about how the company has implemented SonicWALL Continuous Data Protection (CDP) 3440i and 5040 appliances for its data protection and backup needs as well as what challenges small IT organizations face when selecting storage solutions.

Q.: *As a small business, what are some of the challenges you can run into with backup and recovery solutions?*

A.: When you're a one, two or three-man IT operation you just can't get into tape-based backup and specific backup window time periods. There is also just too much data today for a backup window and because it becomes a part time, if not full time job.

Q.: *What backup and recovery solution were you using prior to SonicWALL CDP?*

A.: A lot of small start-ups have an engineer who handles one piece of IT, another engineer who handles a different piece of IT and then the guy in marketing who knows something about email, so you have this kind of piece-meal set-up. That's what I walked into—nothing made any sense, everything was cobbled together. We had Backup Exec using disk to tape backup.

Q.: *How did you come to select SonicWALL CDP solutions for your backup and recovery needs?*

A.: I've worked with Todd Barrett at CPU Sales & Service, Inc. at every job I've had for the last 10 years. I'm at the point where if Todd recommends a product I know he's going to be diligent. He spends a lot of time looking into solutions and really getting to understand them so he knows what he is selling and can talk intelligently on it. I told Todd when I took this job that I just couldn't do the whole tape library backup exec route. I didn't have the time—it was just myself originally. Tapes are unreliable and you run into issues with tape failure, backup windows, crappy technology and management is a nightmare. He showed me SonicWALL CDP and for a small business it was right in the wheelhouse of what I needed to do.

Q.: *Did you consider any competitive offerings to SonicWALL CDP?*

A.: Everything we looked at was a combination of Backup Exec plus some sort of disk system, which was still a piece-meal set-up. One of the big things for me was the cost associated with buying all the agents with Backup Exec—between buying the main system, the server and the application agents it can get costly quickly, even when you have a small company with only 50 or 60 users. We priced it out and it became too pricey for just the software.



Akorri Case Study

"With the old backup window you were out of luck if you made changes and then accidentally deleted the file between last night at midnight and today. But SonicWALL CDP has really saved a lot of people a lot of headache hours."

—Fred McHugh
Manager of Information Technology
Akorri



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Q.: How are you using SonicWALL CDP today?

A.: I use two SonicWALL CDP 3440i appliances and a new SonicWALL CDP 5040 appliance mainly for server-based backups. We have about 25 servers that need to be backed up regularly and that includes Active Directory, Exchange 2007, several SQL databases and Linux.

Q.: How are you handling offsite storage?

A.: Because of the new 5.0 software I can perform exports right to a USB-based drive.

Q.: How has SonicWALL CDP lowered your total cost of ownership (TCO)?

A.: With the tape solutions, it would have been a boondoggle of cost for me between chewed tapes, rotations and offsite storage. With this solution I have the three appliances, six USB drives that only cost a couple hundred dollars, rotating three offsite.

Q.: How have your end-users been affected by SonicWALL CDP?

A.: People have deleted the wrong file. They come over to me in a panic and I go 'oh we've got it!' We can give them a revision from that very day, which is something that people are just not used to. With the old backup window you were out of luck if you made changes and then accidentally deleted the file between last night at midnight and today. But SonicWALL CDP has really saved a lot of people a lot of headache hours.

Q.: What would you say has been the biggest benefit from selecting SonicWALL CDP?

A.: The low administrative time. I don't spend a lot of time administrating the solution which saves us money because I can work on other projects. I don't even look at the SonicWALL CDP appliances everyday and that's really a testament to my confidence in them and how well they run. For a Windows-based backup, SonicWALL CDP is the easiest thing I have ever used in 10 years.

Q.: Do you have any future plans for SonicWALL CDP?

A.: We just added the SonicWALL CDP 5040 model. I'm pretty much committed to this model right now. If we have growth and I have to add another seven servers and needed two more terabytes of backup space I'd have no problem adding another SonicWALL CDP 5040.

Case Study Solution Spotlight

SonicWALL Continuous Data Protection

SonicWALL Continuous Data Protection (CDP) offers the only complete end-to-end disk-based backup and recovery solution for SMBs. CDP features automatic transparent backup, user-directed restore, flexible disaster recovery options and low-touch administration. With capacity of up to 9 TB at typical 2:1 compression, GbE connectivity, RAID 5 and replaceable components, CDP solutions are designed to meet today's demanding requirements for performance and reliability. An ideal replacement for tape-based systems, CDP solutions provides foolproof, intuitive continual protection.

SonicWALL's line-up of comprehensive protection



NETWORK
SECURITY



SECURE
REMOTE ACCESS



WEB AND E-MAIL
SECURITY



BACKUP
AND RECOVERY



POLICY AND
MANAGEMENT

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