

and in terms of the company's reputation in the industry. This critical issue motivated the company to search for a data protection solution in the middle of 2004.

challenges > Rapid Growth Demands More Effective, Reliable Backup System

Regatta USA designs and outsource manufactures clothing for the mid- to upscale retail market, through retailers that include Wal-Mart, JCPenney, Target, and Kohls. With its rapidly expanding business and additional retail channel partners coming online, Regatta's corporate data was exploding. Unfortunately, the in-place backup system simply could not adequately protect this critical information.

> "In the two-and-a-half years, we have grown immensely, doubling in size in that time", says Joshua Abbey, Director of IT and Network Technology for Regatta USA. "And while our infrastructure has developed in parallel with our growth, by the time we started earnestly looking for a new data protection solution, it was obvious we had outgrown our already poorly performing tape drive backup system." >

The main problem was the inability to rely on its existing tape backup system coupled with the slow speed of backup-to-tape. Because of the inadequate capacity of the tape system, the IT group would end up playing "musical tapes" to ensure all the data was backed up. The result was complexity, more stress on the system and high risk of data loss due to the lack of a reliable backup.

Further, the time to complete the backup was excessive. The data set was so large and the tape system so slow, it was taking between 26 to 30 hours to finish a full backup procedure. And any glitch during the backup could prolong the process, requiring an additional time-consuming data restore procedure.

solution > Unitrends' Complete Data Protection System

After an extensive evaluation of several backup solutions, Regatta narrowed the choices to three finalists, ultimately selecting Unitrends as the partner that could best meet their requirements. A number of features put Unitrends' disk-to-disk DPU 3000 solution at the top of their list, including parallel backup and restore, indexing, and automatic data purging, as well as the Remote Data Sync network-based vaulting.

> "The Unitrends solution had everything we needed to address our lack of a reliable, adequate backup system," explains Abbey. "We were impressed by a number of Unitrends capabilities, including parallel backups that allow us to back up all the servers at the same time, the ability to grow the existing disk structure without damaging the existing backups, and its Bare Metal feature — an industry first capability that enables bootable crash recovery while avoiding the need to reload the operating system after a crash." >

It didn't take long for the Unitrends solution to yield positive results. According to Abbey, due to the parallel backup capability, his backup window has dropped from as much as 30 hours to approximately 12 hours with verification, a major time savings.

The Bare Metal feature provides the ability to perform upgrade procedures that Regatta would otherwise not attempt. Abbey cites a recent example.

> "We've used the Bare Metal technology to perform a restore of a Blackberry server following a failed upgrade that otherwise, would have been impossible to roll back. We also now have the ability to backup certain key workstations," says Abbey. "This feature goes a long way in keeping our environment protected, a welcome benefit for everyone, including executive management and our insurance provider." >

results > Reliable Data Protection Brings Lower Risks and Peace of Mind

The bottom line: the Unitrends' solution has provided Regatta improved flexibility, reduced risk, and lower costs. But according to Abbey, the peace of mind goes beyond the tangible benefits.

> "With our previous system, you were always wondering, 'is one of those tapes going to break or go bad?'," explains Abbey. "With Unitrends, I no longer lose sleep wondering if my backup is working. Even if a drive fails, I know it's still protected. I can be back up and running in a matter of an hour. That ability to pivot, and bring myself back after a serious disaster without spending a quarter of a million dollars for the privilege is critical as well as the peace of mind it gives my executives and staff." >

future plans > The initial Unitrends implementation is part of an overall disaster recovery strategy for Regatta, which includes continuing to expand the disk space and connecting with a business partner that can assist with remote vaulting.

> "This is a backup solution with an eye towards a disaster recovery solution," explains Abbey. "And that's the great aspect of the Unitrends approach in that it not only solves my immediate problem, but it provides me a migration path for scaling the solution to meet future demands with the same box and same software." >