

NAKIVO Reduces VM Backup Time by 20% while Cutting Annual Costs by 50% for US Computer Systems Manufacturer

Company Profile

Founded in 1997, ClearCube Technology is a USA-based computer systems manufacturer, which produces zero clients, thin clients, blade PCs, as well as Virtual Desktop Infrastructure (VDI) platform for centralization and virtualization of secure, high-performance computer workloads.

Zero clients deliver PC-over-IP with high performance and robust security. The devices are VMware-ready and have no OS, memory, storage, or moving parts. The company offers Level 1 and Level 2 TEMPEST-certified zero clients for US State Department, CIA, FBI, Department of Energy, US foreign embassies, NATO locations, Ministries of Defense, and other security sensitive government agencies. All ClearCube products are TAA compliant and can be configured with a variety of memory, graphics, and peripherals options. The company's SmartVDITM Virtual Desktop Infrastructure host platform enables companies to transition workers from using physical desktops to using highly available virtual desktops that can deliver an equal to, or better than, desktop PC experience.

Ranked by CRN magazine as one of the Top 100 Virtualization Companies, ClearCube closely aligns with virtual desktop Infrastructure market leaders such as VMware, Microsoft, Intel, Citrix, and others. ClearCube's significant financial growth has been aided by large federal partners and high end solution providers such as IBM and World Wide Technology, as well as Federal System Integrators such as Lockheed Martin, Raytheon, and General Dynamics.

Business Challenge

ClearCube has more than 60 VMware VMs in their IT infrastructure, running business-critical applications and databases. IT professionals at ClearCube have always realized that a good backup software solution is one of the fundamentals for company stability and financial growth.

Industry

Manufacturing

Company



Country

USA (Austin, Texas)

Expert

Matt Fish,
IT Infrastructure Engineer

Challenges

Time consuming maintenance of backup agents, tight backup window, high cost of VM backup

“We need to be sure we have a good backup of critical VMs in case an issue arises. All companies should make sure that their data is protected, as you never know when you will have to restore the data from a backup,” said Matt Fish, IT Infrastructure Engineer at ClearCube.

ClearCube used to rely on a popular physical backup solution, which treated VMware VMs as physical machines. “We had a number of issues with our old VM backup software,” said Matt. “First, we had to load agents into each protected VM, then the backup speed was so slow that it barely met our needs or completed within our backup windows, and finally, we were charged a premium on the per-agent basis.”

NAKIVO Solution

To secure an alternative to their old backup solution, Matt began evaluating a number of popular VMware VM data protection products. The ability to create application-consistent backups without agents, ease of use, and affordable price were essential requirements for the new VM backup solution. “In our evaluation, NAKIVO Backup & Replication stood out from the crowd, being both feature rich and intuitive,” said Matt. “What I liked most about NAKIVO, it was able to reduce our VM backup time by 20% while cutting our annual VM data protection costs by 50%. Additionally, NAKIVO is purely agentless, can be installed as a virtual appliance, and has a Web GUI providing instant access to VM backups from anywhere at any time. Customer service was also great when we needed answers to questions.”

In the test lab, NAKIVO Backup & Replication has outperformed both the existing and competitive VM backup solutions, and successfully completed backup, replication, and granular recovery tasks.

Results

ClearCube is now using NAKIVO Backup & Replication as the only solution for backing up and replicating their VMware infrastructure. With NAKIVO, the company protects entire VMware infrastructure without the need to deploy and license backup agents. By using NAKIVO Backup & Replication, ClearCube was able to reduce VM backup time by 20%. In addition, the company has saved 50% on their VM data protection budget on annual maintenance.

Solution

NAKIVO Backup & Replication

Results

Entire internal VMware infrastructure is protected without backup agents. VM backup time was reduced by 20%.

Feedback

“In our evaluation, NAKIVO Backup & Replication stood out from the crowd, being both feature rich and intuitive.”

Matt Fish, IT Infrastructure Engineer

About NAKIVO

Headquartered in Silicon Valley, NAKIVO is a privately-held software company that has been profitable since founding in 2012. With more than 4,000 customers - including many Fortune 1,000 companies - and over 600 channel partners across 70 countries worldwide, NAKIVO develops and markets a line of next generation data protection products for clouds and VMware virtualized environments. NAKIVO provides a fast, reliable, and affordable VM backup and replication solution for enabling SMBs and enterprises to protect and recover VM data onsite, offsite, and to the cloud. NAKIVO has also enabled over 50 hosting, managed, and cloud services providers to create and offer VM Backup-as-a-Service, Replication-as-a-Service, and DR-as-a-Service to their customers. For more information, please visit www.nakivo.com.

