PHD Virtual™

SUCCESS STORY

DH Innovations Reduces Backup Storage Footprint by 90% Using PHD Virtual Backup for Citrix XenServer

Customer Profile

DH Innovations, LLC is a specialized technology consulting firm that prides itself on its ability to offer independent advice on operations, resource utilization, and technology spending. The growing service provider has the continuing goal to be one of the industries' finest providers of technology solutions.

Based in Cary, N.C., DH Innovations also offers managed services through the cloud for small and mid-sized companies throughout the Carolinas and Georgia. Its hosting service customers span a range of industries from pharmaceutical trials to legal and retail. Working to deliver "right the first time" service and superior quality, DH Innovations helps its customers use resources more effectively, reduce operating costs, reduce capital spending and frees its customers from facing technology challenges so that they can focus on their business.

The Challenge

DH Innovations was experiencing rapid customer growth for its cloud-based hosting services. The innovative technology company had built a resilient technology infrastructure relying on the cloud-proven Citrix XenServer and XenDesktop virtualization platform. To protect its growing volumes of data the company was initially using a block-based storage solution from NetApp. However, backup processes were lengthy and inefficient because the NetApp solution would only perform one-to-one block-based replication.

"Our previous block-based solution just wasn't doing the job we needed it to," said Chris Chandler of DH Innovations. "It wasn't the best option for single file-level restores and as our data growth climbed, our backup windows were shrinking. We needed a new solution, but found that options for our Citrix environment were slim. That is, until we heard about PHD Virtual Backup."

The Solution: PHD Virtual Backup for Citrix XenSever

After doing some research, DH Innovations learned about PHD Virtual Backup. At the time the product was only available for VMware environments, but a solution for Citrix XenServer was in development. DH Innovations quickly requested participation in the product's beta program so that it could be one of the first to test it. After comparing it to a few other solutions, DH Innovations was pleased with the combination of PHD Virtual Backup's feature set and price point.

"We were very impressed with PHD Virtual Backup right from the start. It had all the features we needed to simplify our backup processes and reduce our overall storage footprint."

Chris Chandler,
DH Innovations

Company

DH Innovations

Headquarters

Cary, N.C.

Environment

- Citrix XenServer and XenDesktop virtual environment
- 25 TB of hosted client data
- PHD Virtual Backup for Citrix XenServer

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Of notable importance to DH Innovation was PHD Virtual Backup's ability to manage the backup window schedule much more efficiently, directly from XenCenter. Now it can custom tailor backups and restores for each of its customers based on their geography and business needs, so that backups never impact a customers' data availability.

Purpose-built for virtualization, PHD Virtual Backup uses a "Virtual Backup Appliance" architecture which enables backup and recovery to be deployed as a virtualized workload directly on the XenServer platform. This gives DH Innovations high-performance data protection that seamlessly scales for both large and distributed deployments. Unlike alternative solutions, PHD Virtual Backup removes the need to deploy and manage a separate physical server, additional software, scripts or agents for backup and recovery of the virtual environment.

The Results

DH Innovations has seen a dramatic reduction in its backup storage footprint since deploying PHD Virtual Backup. For its hosted customer data of just over 25 TB, the growing managed service provider has seen a deduplication rate of between 80 and 90 to 1, thus dramatically cutting costs on storage hardware and significantly reducing backup times.

"Overall, the product is very easy to use," said Chandler. "More than 80% of our customers don't have internal IT staff, so the simplicity of their backup solution is very important. PHD Virtual Backup is a breeze to use. It takes just 30 minutes of training to learn and customers are up and running. Critical tasks such as scheduling backups or recovering a file are intuitive and easy."

As DH Innovations continues to grow its cloud service customer base, it is also confident in PHD Virtual Backup's ability to scale with it. "PHD Virtual Backup makes it easy for us to plan out our future growth needs," added Chandler. "We can easily review our storage usage each quarter and add capacity only when we needed it. It is the ideal solution for our Citrix environment."

About PHD Virtual

Delivering the highest performance and most scalable cross platform backup solution on the market and pioneer of Virtual Backup Appliances (VBAs), PHD Virtual Technologies has been transforming data protection for virtual IT environments since 2006. Its award-winning data protection solution, PHD Virtual Backup for VMware, is used today by more than 2,500 enterprises worldwide to achieve unlimited scalability, high availability and cost effective backup and restore solutions for virtual machines. PHD Virtual also provides a suite of free virtualization utilities to assist with the administration and management of virtualized environments. For more information, please visit www.phdvirtual.com.

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Results

- Deduplication rate of between 80 and 90 to 1, dramatically reducing the overall storage footprint
- Rapid customer deployment for managed service clients
- Simplified backup management and scheduling
- Dynamic storage capacity management for scalability forecasting

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