

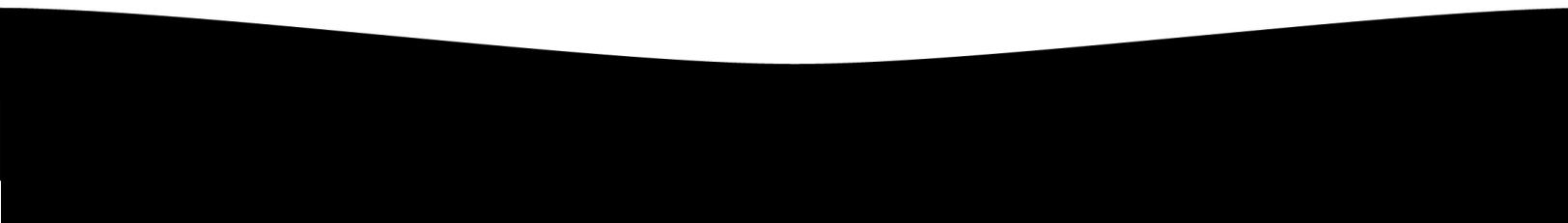
# UNITRENDS



## Affordable and 100% Assured Data Backup and Recovery

IT Industry Success Story  
Ennit AG

# ENNIT



## Solution Highlights

### Industry

- IT

### Protected Platforms:

- SQL DB

### Data Protected

- 2-3 TB and growing

### Challenges

- No backup mechanism available for critical CRM data
- Risk of suspending operations in case of system failure

### Solution

- Unitrends Virtual Backup & Unitrends ReliableDR™

### Benefits

- Faster backup process
- Cost-effective
- Minimal failed backups
- Easy monitoring of backup operations
- Allows multiple backups in a day
- Automatic testing of recovery process

## Customer Profile

Ennit is a leading provider of Cloud and Managed Services in Germany. It is known for its flexible and cost saving solutions for efficient management of IT systems. It owns and operates several data centers in Germany, each of which has a guaranteed availability of 99.9%. These centers are inter connected via multiple redundant high-speed network that boasts of the highest bandwidth in the nation. It provides hosting solutions to several corporates at a national and international level.

## The Challenge

Ennit understands that for any business to succeed, both cost savings and the efficient functioning of its IT systems needs to be a priority.

Towards this end, Ennit provides their customers an efficient, flexible and growth oriented IT management services including automatic software and hardware updates with the assurance of data and operational safety. As a responsible partner, Ennit is aware of the necessity to secure and protect the business data of its clients. To do that, Ennit was keen on partnering with a vendor whose disaster recovery solutions would not only protect client data but also add business value to its clients by supporting their future growth.

Enter Ennit's client: Exec Software Team GmbH. Ennit has been providing hosted services to Exec since 2005. And one of Exec's critical CRM portal that services banking customers is operated using Ennit infrastructure. Exec's CRM system held all the critical customer data for the bank.

What worried Exec was the fact that in the event of a disaster, there was no redundant data to fall back on. They wanted a disaster recovery system that could guarantee resumption of normal operations within 24 hours of a system failure. And they wanted data to be replicated at a geographically separate location.

## The Solution

Ennit proposed a solution that allowed Exec to take advantage of Disaster recovery as a service (DRaaS). And Unitrends was just what they were looking for.

Ennit's primary data center contains a special VM cluster for Exec with multiple hypervisors (ESX server) and another for its physical storage area. The entire network is protected from outside threats by an upstream firewall. A secondary site has another hypervisor with integrated hard disk which is used for replication.

Ennit used Unitrends Virtual Backup (UVB) to replicate SQL databases every 4 hours and Unitrends ReliableDR to ensure backup and recovery integrity. While UVB provides easy management of the backup process, ReliableDR creates automatic recovery points to automatically test the recovery process and ensure recovery SLAs are within corporate guidelines.

Now Ennit is assured of a quick and convenient backup and recovery solution without the hassle of manual monitoring and verification of the DR process.

*“The growth of our customers, ultimately, was only possible because we were able to give them a suitable solution for their specific DR requirements.”*

– Uwe Kastens, Head of  
Business Development,  
Ennit AG

## The Results

Unitrends Virtual Backup (UVB) allowed faster backups while using less storage and less resources so that day-to-day business operations could continue without any interruptions. And ReliableDR gave the recovery assurance Ennit was looking for. It provided regular, automatic DR and failover testing that ensured peace of mind for Ennit and Exec. Unitrends' solution has been cost effective and what's more, its high scalability ensures that the storage capacity grows as a business grows. Uwe Kastens, Head of Business Development at Ennit AG, says “We did not find too many solutions in the market that met our expectations. A storage replication would have meant an immensely high cost. Therefore, we pursued the idea to replicate using virtual machines, which worked perfectly with the solution provided by Unitrends. Now we are better poised to meet the strict data regulations in the banking sector.” Managing and maintaining backup operations is now an easy task for Ennit, thanks to Unitrends Virtual Backup and Unitrends ReliableDR.

**Are You Ready to Get Protected? Connect with us Today for a Customized Quote** 

### About Unitrends

Unitrends delivers award-winning business recovery solutions for any IT environment. The company's portfolio of virtual, physical, and cloud solutions provides adaptive protection for organizations globally. To address the complexities facing today's modern data center, Unitrends delivers end-to-end protection and instant recovery of all virtual and physical assets as well as automated disaster recovery testing built for virtualization. With the industry's lowest total cost of ownership, Unitrends' offerings are backed by a customer support team that consistently achieves a 98 percent satisfaction rating. Unitrends' solutions are also sold through a community of thousands of leading technology partners, service providers, and resellers worldwide.