



## Success Story: AGA Marvel

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Mike Wilson, AGA Marvel

### Quick Facts

#### Customer Profile

Based in Greenville, Mich., AGA Marvel manufactures home refrigeration under the Northland and Marvel brands. Northland is a premier source for custom handcrafted home refrigeration systems, while Marvel offers the industry’s finest line of luxury undercounter refrigeration products.

#### Challenges

Prior to AGA Marvel’s relocation, the company’s backup solution consisted of two separate tape drives used in conjunction with two separate servers. Due to data and network growth, the backup systems’ capacities were insufficient and it was nearly impossible to fully recover data. AGA Marvel needed an inexpensive, all-in-one backup solution.

Mike Wilson, AGA Marvel’s Network Manager, analyzed alternate backup solutions. Wilson first considered using Dell hardware with Acronis backup software. The second backup option used an Internet-based remote backup service that charged monthly fees. However, the high-cost solutions did not offer an easy-to-manage, all-in-one data protection.

Wilson worked with an outside consultant, Trivalent, to figure out the most cost-effective, easy backup solution. As a reseller of IT solutions, Trivalent recommended Unitrends’ disk-based backup and recovery appliance.

"Unitrends was selected because it offered one solution with hardware and software," Wilson said. "Most of the other solutions we were looking at had two or more vendors, so you would have, 'Well, it's not the backup software's fault, it's the tape drive's fault.'"

## Benefits

AGA Marvel purchased Unitrends' disk-to-disk backup and recovery solution in 2009. After a few crash and recovery test-runs, Wilson found immediate improvements in its new solution as it quickly and fully restored the data.

"We have used it to test a couple things where we purposely broke the servers in a test environment, to check the recovery functionality," Wilson said. "We were able to recover everything, no problems there."

Pleased with the recovery appliance's performance, Wilson added, "I have to say that the Unitrends' web interface is really intuitive. That has been the best part of this whole experience."

With the Unitrends recovery appliance, the support team has been an added advantage, as AGA Marvel receives fast, capable assistance from Unitrends friendly support team.

Since deployment, AGA Marvel's level of disaster preparedness has improved dramatically. The backup appliance securely protects the company's critical systems, applications and data. The Unitrends recovery appliance creates a daily archive of all backups required for a full system recovery. The backup is then transferred to an 1.5 TB removable SATA drive, which the company rotates to an off-site location.

AGA Marvel soon plans to purchase a second Unitrends appliance for cross-vaulting configuration to enable its plant and its sister plant to back up their local servers. The two appliances will allow the company to transfer the deduplicated, block-level changes to the other plant's Unitrends appliance easily and securely.

"The best thing about Unitrends is having one stop for issues and not having to research different areas to find out why a backup failed."

"We were able to recover everything, no problems there."

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