Success Story: KBA North America

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Michael Sodolak, KBA North America

Quick Facts

Industry
• Manufacturing

Protected Platforms
• VMware
• Windows
• Unix

Competitors
• Data Domain
• Quantum
• Commvault/Dell Partnership
• Backup Exec

Challenges
• Migration from physical to virtual server design based on VMware
• Needed whole system recovery

Solutions
• Recovery appliance with Multi-Drive Archive Unit

Benefits
• Quick physical to virtual server conversion
• Reliable whole system recovery
• Vaulting capabilities
• VMware environment

Customer Profile

Headquartered in Dallas, Texas, KBA North America is one of the largest press manufacturers worldwide with the broadest press range in the industry. The parent company is Koenig & Bauer AG (KBA), based in Germany.

Nearly 200 years old, KBA is the oldest printing press manufacturer in the world. Known for flexibility, KBA supplies sheetfed, web and digital offset presses to customers that have challenging printing requirements.

Because of KBA's "Thinks Outside the Box" approach, the company and its unique print presses help printers differentiate themselves in the marketplace.

Challenges

The Texas site's data center became responsible for more servers supporting different software and storage architectures. KBA's existing backup, which used Backup Exec software and LTO tape, was not scalable and could not support Unix systems. To avoid data loss either by human error or network crashes, KBA required a backup solution that provided whole system recovery capabilities.

A Texas-based systems integrator and Unitrends' partner, Network Performance, Inc. (NPI) proposed Unitrends as a solution.

Benefits

KBA knew its existing backup drive would not help them

quickly restore all of their system information if a disaster occured. For that reason, KBA appreciated Unitrends built-in archive feature, which provides an easy, automated replication to a rotational SATA drive. The drive could then be moved to an off-site location for extra data protection while still maintaining the original backups on the recovery appliance itself.

Soon, KBA's data set expanded and the company upgraded to a Multi-Drive Archive (MDA) unit. After relocating again in 2009, the company became concerned about the backup and restore window time as the company migrated from a physical server to a virtual server using VMware.

Today, KBA is using Unitrends to perform VMware environment backups in its data center. Michael Sodolak, KBA IT Director, likes the speed of Unitrends' backups and recovery. "Backup systems need to simply work and be simple to manage. Once the Unitrends appliance is set up, the reporting and reliability are what is expected for backup solutions," Sodolak said.

Since deployment, the company has benefited many times from Unitrends' backup and recovery. "Fortunately, we have not had any 'save the day' needs with our Unitrends' product other than the typical day-to-day restores that occur from people inadvertently deleting files," shared Sodolak. With the Unitrends' recovery appliance, the backup and the restore took a matter of seconds instead of the possible hours that it takes to restore items using Backup Exec.

KBA soon plans to introduce more frequent backups in addition to vaulting to an off-site location to increase the company's disaster preparedness. Instead of carrying a drive off-site, Sodolak said, "I would like to see Unitrends' vaulting capabilities enabled and utilize a disaster recovery site to store our data backups."

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