

Success Story: TriNet Technology Solutions



“Unitrends recovers in a tenth of the time as its leading competitors.”

John Modransky, TriNet Technology Solutions

Quick Facts

Industry

- Technology reseller

Competitors

- EMC
- Backup Exec
- ARCserve

Challenges

- Long recovery times
- No crash recovery component

Solution

- Recovery appliances in various customer environments

Benefits

- Protects Windows, Unix, AIX systems and much more
- Rapid, reliable recovery
- Complete and integrated solution
- Encryption capabilities
- Knowledgeable support

Customer Profile

TriNet Technology Solutions, a value-added reseller for Unitrends backup solutions, offers its 50 years of experience in information technology to provide customers with the best solution to fit their business needs. The company partners with industry leaders specializing in network security, Unix and Windows system integration, backup, crash recovery and more.

Challenges

TriNet Technology Solutions focuses on giving customers the best tools to fit individual business needs. TriNet’s business goal is to provide the best solutions in all areas of computer networking; however, backup solutions presented the biggest challenges for the company.

“We sold ARCserve and had familiarity with EMC, and those products were only basic backup-restore solutions,” John Modransky, Information Security Consultant, TriNet Technology Solutions said.

Without a crash recovery component, end-users would need additional vendors to cover all components of a data protection solution, creating complications of multiple licenses, maintenance contracts, high costs and accountability issues if problems occurred.

Benefits

As Unitrends disk-based backup solution has proved to be a reliable solution for years, Modransky remains a long-time supporter of the easy-to-sell appliance.

Modransky mentions a financial company who used EMC's backup, and a system crash hindered the company for days. As EMC did not have a crash recovery component, the server had to be rebuilt from scratch, all data restored and the entire system reconfigured. The process took several days. Modransky's solution was Unitrends recovery appliance for backup, archiving and disaster recovery. "Unitrends solution would have had them up and running in a tenth of the time," Modransky said.

Known for its lowest total cost of operations, Unitrends enterprise-level data protection appliances offer comprehensive, easy-to-use advanced software without compromising the demand for an integrated, simple, and elegant solution. "Unitrends is a complete solution for key features including bare metal and quick crash recovery," Modransky said.

"The bare metal is a key component that other competitors say they have, such as Veritas, but I hardly see any of their customers deploy," Modransky remarked. "And in my experience with my customers, the bare metal is a key component for quick recovery when systems crash."

The Unitrends recovery appliance features a single user interface for managing multiple operating systems, true bare metal capabilities and an all-in-one solution for backup, archiving and disaster recovery. "Unitrends provides a solution that fits in with the business continuity practice that we have," Modransky said. "It's not just backup, but also provides a disaster recovery and vaulting solution."

"Unitrends bare metal is a key component for quick recovery."

"It's not just a backup, but provides that quick crash recovery and vaulting solution."

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