

UNITRENDS

Saldab IT chose Unitrends to simplify their backup and provide DR Assurance

Swedish System Integrator and Service Provider Success Story
Saldab IT, Marting Anderberg Vice President



Solution Highlights

Industry

- Public Transportation/Mass Transit

Protected Platforms:

- Windows
- Linux
- MAC

Data Protected

- 30 TB and growing

Challenges

- Too much dependency on physical tapes for backup
- Issues with existing backup times and performance
- No support in tape archiving/replication
- Complex user interfaces with existing systems

Solution

- Unitrends Backup & Recovery Solution: Unitrends 833 Appliance
- Unitrends Backup & Recovery Solution: Unitrends 823 Appliance
- Unitrends Backup & Recovery Solution: Unitrends 714 Appliance
- Unitrends Reliable DR™

Benefits

- Web User Interface was excellent and easy to understand and learn
- Reliability was excellent
- Backup and Recovery performance was superior

The Business Challenge

Swedish system integrator and service provider Saldab needed to backup virtual and physical servers as well as provide application-aware backups. Previously, they had met this need by stitching together multiple backup solutions such as Veeam, Ahsay, and built-in tools. Multiple interfaces caused administrative overhead, and the solution was not cost-effective as the environment continued to grow rapidly. Finding a solution that could provide a single pane of glass became essential.

Needs

Before finding a new solution, the following needs and requirements were identified:

- Backup and restore reliability
- Ability to provide a hosted backup solution
- Cost effective
- Easy to use
- Single pane of glass management • Large number of operating systems and application supported
- RTO and RPO reporting
- Excellent Customer Support

The Technology Solution

“We identified Unitrends as having a solution that could tick all the boxes, so we contacted the Nordic distributor ARJ Distribution AB, and they have been very helpful.

“After a presentation and a thorough evaluation, we decided to change our backup solution to Unitrends Enterprise Backup. The benefit of single pane of glass for all backups combined with price and performance was a deciding factor.

“In addition to this, we are now also able to offer Disaster Recovery Services (DRaaS) using Unitrends ReliableDR, and to tell our customer what the RTA is (Recovery Time Actual). We can show exactly how long time it takes to recover a business service for a customer, and to prove this we have reports of the actual RTA. This is a huge benefit when discussing service level agreements (SLAs) with our customers.”

The Results

The major benefits of Unitrends, according to Saldab:

- A single solution for all backups, with a single pane of glass for all customer environments.
- Off-site replication and fully automated disaster recovery testing.
- Reports and actual proof of RTA for customers within SLAs. One less Windows server to license and maintain, since Unitrends runs as a Linux virtual appliance.
- Support, whenever needed, has been top-notch.

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Vice President of Saldab IT AB

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Conclusion

Getting protected with Unitrends Enterprise Backup is easy. Support from our award-winning team is available at no extra cost. Contact us today for a free quote at www.unitrends.com/products/get-quote.

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.