

# UNITRENDS

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**Sligro reduced its backup  
time by 23% with Unitrends  
all-in-one solutions**

Food Distribution Center Sector Success Story  
Sligro Food Group



Groots in genieten

## Solution Highlights

### Industry

- Food wholesale & retail

### Protected Platforms:

#### Virtual

- Nutanix vSphere ESX
- Hyper-V

#### Physical

- Windows
- Linux

#### Applications

- Exchange
- SQL
- Sharepoint

### Data Protected

- 56 Sockets license for the primary system and 100TB at a secondary site

### Challenges

- Backup and recovery taking too long to complete
- GUI of current solution not user-friendly
- No VMware integration
- Inflexible backup schedules
- Complex system that was difficult to master
- Restoration of SQL database and Exchange servers was difficult

### Solution

- Unitrends UEB (Unitrends Enterprise Backup)

### Benefits

- Physical and virtual backup managed through a single interface
- Intuitive GUI
- General ease of use
- Quick Restore of SQL databases and Exchange servers
- Flexible Backup schedules
- Hands-on support

## Customer Profile

Sligro Food Group is a conglomeration of food retail and food service companies that sell to the food and beverages market. Sales for the first quarter of 2015 were 605 million euros. Sligro Food Group leads the Dutch foodservice market, with a nationwide network of cash-and-carry and delivery services. Customers include large and small-scale bars and restaurants, leisure facilities, volume users, caterers, fuel retailers and the institutional market. Sligro also operates its own in-house production facilities for specialized convenience products, fish, patisserie and delicatessen items, as well as a meat-processing center.

## The Challenge

Sligro had been using Tivoli for backup, but wasn't altogether satisfied. A major concern was backup and restore operations taking too long to complete, especially restoring SQL database and Exchange Single-Item data. Another critical concern was the lack of VMware integration in Tivoli, especially as Sligro's infrastructure was growing and moving towards a more virtualized environment.

Sligro was also struggling with inflexible backup schedules. The Tivoli solution required backups to be executed at a specified time which could not be changed. They found that the retention period for backed-up data could not be altered to meet business demands, and only files and folders could be protected.

These concerns caused Mr. van Dijk, Manager, ICT Infrastructure & Services, to begin looking around for a data protection solution that could protect Sligro's VMware environment. During his search Mr. van Dijk came across Unitrends Enterprise Backup (UEB).

Over the two-month testing period, Mr. van Dijk and his team ran in-depth tests of UEB. He was very satisfied with the results, and Unitrends' ability to protect both physical and virtual machines, a feature he had not seen in other products in the market. "Veeam was a good contender but lacked an important feature that we needed; the ability to back up physical systems", said Mr. van Dijk.

## The Solution

After the evaluation period, Mr. van Dijk and his team moved forward with their decision to purchase UEB. Sligro implemented UEB as a Virtual Appliance on its own 2 node cluster, running VMWare, to protect the production environment which includes multiple Windows and Linux physical servers, Hyper-V and VMWare virtual servers and SQL, SharePoint and Exchange applications. In the near future, Sligro is looking to also add their i-Series servers to the protected environment which are also supported by UEB.

Mr. van Dijk finds UEB to be more functional, intuitive, and significantly faster compared to Tivoli. He highlights its ease-of-use, its support for a large number of applications, and intuitive User-Interface. Running UEB as a Virtual Appliance on VMware insures that Mr. van Dijk and his team are able to backup virtual machines (VMware and Hyper-V) and different physical machines simultaneously. Both backup and restores are much faster and with flexibility in scheduling jobs, backup jobs are automatically run in the off-hours, completing all backups successfully before office hours.

*“Its simplicity and the amount of different applications that it supports, like Exchange mailboxes and SQL as well as agent based file level backups is appealing, not to mention its full support for virtual environments”*

– Mr. Jeroen van Dijk,  
Manager, ICT Infrastructure & Services  
Sligro Food Group NV

## The Results

Sligro is very satisfied with the Unitrends solution. Backing up directly to disk combined with incremental and differential backups, has allowed to significantly cut down the backup time. Due to UEB's ease of use Mr. van Dijk has been able to quickly train his administrators to manage and monitor the backup and recovery process, no longer relying on a single resource holding all the knowledge. Additionally, Mr. van Dijk and his team have found Unitrends support to be very responsive, knowledgeable and helpful, quickly resolving issues. He is equally enthusiastic about the Unitrends distributor. They provided him with all the support he needed and even had a specialist from Unitrends fly over to assess the size of the environment prior to the installation.

Unitrends Enterprise Backup not only solved the problems Mr. van Dijk had with his previous solution, but has completely changed the way backup and recovery processes are run at Sligro. Mr. van Dijk is so satisfied with Unitrends that he considers himself somewhat of a Unitrends evangelist. “I would really like to be a reference for Unitrends for prospects. That says enough.”

**Are You Ready to Get Protected? Download Your Free Trial of Unitrends Enterprise Backup Today** 

### 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.