

SUCCESS STORY

Architecture firm secures its drawings and gains peace of mind with Overland REO and NEO storage solutions

THE CUSTOMER

White arkitekter AB
www.white.se

CHALLENGES

- ▶ *Massive growth in storage strained tape hardware and software beyond limits*
- ▶ *Need to keep drawings safe and access them for ten years and more*
- ▶ *Backup problems distracted / took time from fee-earners*
- ▶ *Complexity and costs had grown of supporting diverse items of hardware in nine different local setups*

THE SOLUTION

REO 1000, REO 9000,
and NEO 2000

BENEFITS

- ▶ *Reduced backup and restore times*
- ▶ *Insured, guaranteed and confidence-inducing Overland solution*
- ▶ *Integrated disk/tape Overland solution at price comparable with tape*
- ▶ *Scalable for further storage growth*
- ▶ *Flexible for organisational change in future*
- ▶ *Centralised solution has freed fee-earners from non-core activities*

RESELLER

Addpro AB,
www.addpro.se

White arkitekter AB, one of Scandinavia's leading architectural companies, describes itself as a large, employee-owned ideas factory. White's high profile and often award-winning projects demonstrate expertise in architecture for urban planning, landscaping, interior design, environmental settings, and project management. The company's 320 people, all computer users, work from offices in: Göteborg, Stockholm, Malmö, Linköping, Halmstad, Örebro, Uppsala, Umeå and Köpenhamn.

The company is a leader in its field with its highly intensive use of IT. In the early 80s, White had just one minicomputer, but "the arrival of the PC made IT explode here!", says Pål Annerström, data storage and networking manager. Today all White's drawings are created using AutoCAD (computer aided design), and for each project White also has drawings from others involved with the building – for example, electrical engineers. All the drawings and the quality databases stored with the drawings must be kept safely for ten years or more.

Adobe Photoshop and Illustrator are among the packages White's architects use at the start of a project, to create the initial sketches. The company also uses Lotus Notes, various commercial packages, and its own intranet. "Only a very few quick sketches are still done manually. It's a crisis without systems!"

THE CHALLENGE

By 2000 White's business success and increasing computer usage were starting to cause IT trouble. "Every new building means many drawings, every drawing is big in storage terms, and with each new version of AutoCAD, they get bigger," explains Annerström. "We were having problems controlling the growth."

"By 2004 one of our largest problems was trying to clean up and hold down the level of data." Difficulties were also arising with backup and recovery, for which each office had individual arrangements. "There were always problems somewhere — often hardware, but also software, routines, untranslatable error messages." Clearly, change was needed.

Annerström and his colleague, White's CIO, began their search for a solution by focusing clearly on the in-house security that White wanted but keeping totally open minds about the means to achieving this. They talked to many potential suppliers and examined various approaches and offerings. A name that they frequently heard recommended was that of Overland Storage. "Many of the problems had been hardware related so we were very interested in getting better hardware. We could no longer afford a few days waiting for replacement equipment."

“ It has high ease of use and it does everything White hoped it would. It's not often one can say that about an IT solution! ”



Pål Annerström
Data Storage & Network Administrator



THE SOLUTION

"We decided we would like the backup centralised, and in two separate locations, with two or three copies." At this early stage, key factors besides hardware included that the solution supply companies had to be "those that we trusted, and who would be there in the future."

Further rounds of information, including pricing, plus useful discussions with reference customers, enabled White to draw up a checklist of 15 criteria against which to assess shortlisted final contenders. "The hardware's spec, reliability and guarantee were vital. It was also very important to us that our solution was future protected – that we could grow with it." Other factors included wanting easily understandable, regular logs from the management system software for a clear trail of events.

"We wanted data restores to be clear, easy, and very fast. Current data should be online and easily accessible at all times. When out of date, data should be archived and moved away from the system." The focus was much more on function than price, but, most importantly, "Price made a difference to our getting disk," because Overland REO disk turned out to cost very little more than tape. This was exactly what White wanted, since they were also keen to store their data on two different media for extra security.

In conjunction with value-added reseller Addpro AB, White selected the Overland Storage REO 1000 disk-based

backup and recovery appliance and a NEO 2000 tape library for its Göteborg location; a REO 9000 backup and recovery appliance with up to 9.6 terabytes of storage for its Stockholm location; and systems management software from Tivoli. During December 2004, Addpro helped White with implementation. "Safety and reliability are keywords for the solution," observes Annerström.

THE BENEFITS

Many of the benefits of White's new solution can be summed up as peace of mind. The company knows that if there should be any problems, their REO Disk units would ensure that no data would be lost. If one of their servers went down, they can do a total restore with local data from either Göteborg or Stockholm. And they are insured for provision of new equipment if necessary. "We have taken every precaution and thought of everything," including duplicate copies of data in the main offices and periodically also to an offsite tape backup.

Ongoing confidence comes from knowing the solution is flexible and will last for a number of years, ("If we should get a new office it will be no big deal"), and can expand with business growth.

Annerström likes the way that he was pointed towards Overland's advantages by others: "When you hear the same thing from different companies it's an easy choice really." He also appreciates having disk and tape units from a single supplier.

Another benefit lies in the all-around simplicity of the new solution.

"Implementation went very smoothly. The users didn't notice anything. Every office has tried out the restore process and found it extremely easy and fast, which is reassuring."

White finds storage and backup much easier to look after with the centralised disk and tape solution. "One thing that works particularly well is disk first, then onto tape. One reason why the restore process goes so quickly is that the data is often on disk when you want it back."

Annerström anticipates the total cost of ownership (TCO) reducing over time, partly as a direct result of replacing nine assorted tape drives and tape sets with the single up-to-date solution.

"The main thing however is smooth running – cost of personnel time will be saved over years." A fee-earner in each smaller office had previously spent some hours a week on IT, or even a full day when there was a problem. "Now they have this time to spend on more productive things!"

His advice to others with data growth challenges: "Get a good grip on the data you have, and clean it up, before you begin. Also, allow time, and aim high at the start, with clarity about what you want. We are more confident in our solution because we checked everything. Finally, start now, don't wait! We regret that this was not done a year ago. It has high ease of use and it does everything White hoped it would. It's not often one can say that about an IT solution!"



About Overland Storage

For almost 25 years, Overland Storage has delivered world-class data protection solutions designed to ensure business continuity. Focused on backup and recovery, Overland's data protection solutions include the REO™ family of disk-based backup and recovery appliances and the award-winning

NEO SERIES® of tape libraries. Overland sells its products worldwide through leading OEMs, commercial distributors, storage integrators and value-added resellers. For more information, visit Overland's Web site at www.overlandstorage.com.

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