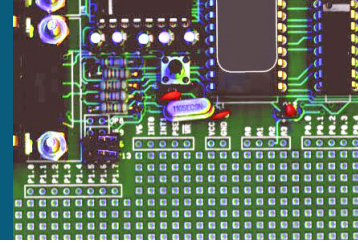


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Success Story

NATIONAL INSTRUMENTS

Technology Pioneer Dramatically Speeds Backup and Recovery with NEO Tape Library and REO Disk-Based Solutions

Challenges

- Continual data growth and migration to Oracle 11i taxed existing storage infrastructure
- Existing tape libraries required upgrades to meet short- and longer-term capacity requirements
- Backups and restores were taking longer than anticipated
- Media costs were climbing

The Solution

NEO 8000 and REO 4000

Benefits

- Over \$500,000 projected savings over 5 years
- Reduced tape handling effort and media costs
- Shortened backup window and enabled near-instantaneous restores
- Eased administrative burden
- D2D2T operation provides a global backup and recovery standard

Reseller

Peripheral Products, Inc.
www.ppitexas.com

National Instruments, a leader in virtual instrumentation, has revolutionized the way engineers and scientists in industry, government and academia approach measurement and automation. As a technology pioneer, the company invests in a variety of sophisticated IT systems to fulfill its mission of assisting more than 25,000 different companies each year in selecting the optimal solution for their test and measurement needs.

Headquartered in Austin, Texas, National Instruments employs more than 3,600 professionals worldwide with operations in nearly 40 countries. Employees are provided with leading-edge tools and technologies to empower continuing success in their jobs, which is one of the reasons National Instruments has been included on Fortune magazine's prestigious list of the 100 best companies to work for in America for seven consecutive years.

"The NEO/REO solution paid for itself in just 14 months, validating our decision to go in a new direction with our worldwide backup and recovery strategy."

Tim Clement, IT Manager
National Instruments

For the Texas-based IT team, the company's continual growth has caused an ongoing surge of data. This essential data is housed in various Oracle and Lotus Notes databases as well as on 300 servers and

dispersed desktops running Windows, Linux and Solaris operating systems. To safeguard this important information, the company uses a Storage Area Network (SAN) anchored by a Hitachi Lightning 9980V. In addition, a Network Appliance FAS940C enterprise storage system has been deployed in a clustered environment to ensure high availability of other crucial data.

The Challenge

In early 2004, National Instruments recognized that its backup and recovery environment was due for an overhaul. The company was using five aging SAN-attached tape libraries with three different drive technologies, driving up media costs and creating a tape-handling nightmare. And a company-wide upgrade to Oracle E-Business Suite would only further tax the National Instruments storage foundation.

"An escalating rise in data caused steadily increasing backup windows, exorbitant media costs, and a considerable drain on administrative resources," recalls Tim Clement, IT manager for National Instruments. "It was time for a change."

In migrating to newer technology, the technology team wanted a solution that would accommodate growing business needs, decrease backup times, and reduce both media and administrative costs. National Instruments also wanted to leverage its increasing use of disk-based backup and recovery to streamline overall operations and expedite data restores.

Based on positive historical experiences working with smaller Overland tape libraries, National Instruments added the NEO Series 8000 into the evaluation mix of higher capacity tape libraries. "We decided to test

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several solutions to gauge overall performance, reliability and cost effectiveness," adds Clement. By putting each product through its paces, the team was confident that a clear winner would emerge.

The Solution

During the third quarter of 2004, the team conducted performance testing and determined that the Overland NEO 8000 performed as well as the competing products while delivering lower media and support costs. A high-end library with more capacity per square foot than any other comparable library, the NEO 8000 offered considerable cost advantages along with expansion-on demand capabilities that were ideally suited for scaling with National Instruments' ongoing rise in data storage needs.

In addition, the team assessed the difference in media costs among LTO-2 tape drives, 9840 tape drives and AIT-2 drives. "We determined that working with our current media would cost us five times more over the course of a year than using the higher-capacity LTO-2 tape drives," says Clement. As a result, the company selected the NEO 8000 populated with nine LTO-2 drives.

Another enticing part of working with Overland was the opportunity to leverage the company's high-performance REO 4000 disk-based backup appliance for economical, expedited recovery of business-critical emails. According to Jeff Mery, data center and enterprise storage manager for National Instruments, the REO presented an ideal solution for reducing the time and effort involved in tape-based recovery efforts. "By adding the REO to the equation, we were able offer near-instantaneous recovery of critical emails that previously took up to 24 hours and a

lot of manual administrative effort to find and restore," he says.

The Benefits

During the fourth quarter of 2004, National Instruments migrated backups for the Network Appliance system onto the Overland NEO 8000. Almost immediately, the technology team was able to demonstrate the advantages of using Overland and LTO-2 technology to streamline backup operations. "We were able to consolidate backups that used to take five hours and fill five drives into a one-hour operation and only one LTO-2 drive," notes Bryant Kite, backup administrator for National Instruments.

Once National Instruments migrated SAN data onto the Overland tape library, the benefits of the NEO 8000 quickly became apparent. "Our backup time was reduced by anywhere from 33 to 75 percent, depending on the application," says Mery. Even more impressive was the impact on tape handling and media costs. "Prior to the NEO 8000, we handled more than 700 tapes a week. Now we handle about 100, which means we've reduced administrative time considerably. In addition, the lower cost of LTO-2 tapes has had a measurable impact on the bottom line."

The REO 4000 has also made a significant contribution to reducing costs and improving efficiency. "Eighty percent of restore requests are e-mail related. In the past, these requests could take hours to fulfill, since it often required finding and mounting tapes," Kite says. "By using the REO 4000 to store a week's worth of email on disk, we can restore critical emails in seconds. In fact, most restore requests can be handled by messaging administrators, so our IT team can focus on other initiatives."

In calculating return on investment in its Overland NEO/REO platforms, National Instruments' technology team assessed overall reductions in actual media, media handling, and maintenance and administration costs. Factoring in these cost savings, the team determined the new solution would save more than \$500,000 over five years, with a payback of only 14 months. As a result, National Instruments has begun to look for ways to standardize on this expandable, affordable D2D2T platform globally.

"We can demonstrate an impressive ROI with Overland's NEO and REO solutions, which further validates our decision to go in a new direction with our backup and recovery strategy," concludes Clement. "We conducted rigorous performance testing and studied the long-term costs before reaching the decision that Overland's NEO and REO are the right choice for our immediate and future backup and recovery needs."

About Overland Storage

Now in its 25th year, Overland Storage is a market leader and innovative provider of simply protected storage solutions – smart data protection appliances and software modules designed to work together, affordably, to ensure that information is automatically safe, readily available and always there. Overland's award-winning data protection solutions include the ULTIMUS SERIES™ of protected primary storage appliances; the REO SERIES™ of disk-based backup and recovery appliances; and the NEO SERIES® of tape libraries. Overland sells its products 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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