



## Success Story

### EGMONT UK

#### Egmont UK saves time and money with REO 4000 disk solution

##### Challenges:

- Rising amounts of data as result of business success
- Growth of file sizes resulting from increasing sophistication of design software
- Time needed for routine backups getting longer and longer
- Increasing tape complexity
- Time needed to restore a server reaching unacceptable levels
- Costs and time-wasting aspects of retrievals of files and restorations of servers both for users and for IT staff
- Sudden business change ramping up business risks of downtime

##### Solution:

Two REO 4000s,  
Two NEO 2000s

##### Benefits:

- Cost effective solution
- Costs of data retrieval cut
- Backup times dramatically reduced
- Data restoration times massively reduced
- Considerably decreased threat to business of server downtime
- Greater peace of mind
- Simple to use "plug and go" solution
- People (users and IT) given back some time

##### Reseller:

Stable IT Solutions Ltd.  
www.stableitsolutions.co.uk

Egmont UK — part of the major European media group of the same name — every year sells around 16 million books and 11.5 million magazines for children and teenagers; it is one of the largest children's book publishers in the UK. Altogether nearly 200 people, spread between the Books and Magazines businesses in separate London premises, work to produce the ongoing streams of new publications.

These people are all assisted by desktop computers, both PCs and Apple Macintoshes, the latter being favoured by the company's many designers. As well as day-to-day commercial processing and external and internal communications, Egmont relies heavily on IT help in the creation of its new publications; the company does much of the design work in house. The Magazines designers use the full range of Adobe software, and at Books PhotoShop and Illustrator are used alongside Quark Xpress.

Egmont UK's IT manager Severyn Sawicki is enthusiastic about the way this software improves as time passes. New releases offer ever more functionality to the designers; crisper and more precise colour enhances their work. But there has been — and continues to be — a downside to all this for the IT department. He explains: "As the technology has been changing, the size of the files has been getting bigger and bigger. The files for each page or image can be massive." A children's magazine or book can have dozens of pictures. "All of a sudden, a book or magazine is taking up gigabytes and gigabytes of space."

The fast growing amounts of data to be stored and archived on tape were starting to engender associated difficulties for Egmont. Time needed for backup was increasing; so was time and cost of retrieving and restoring data after any problems. In 2004, a full backup at Books, where there are 10 servers, including two that bear the brunt of the heavyweight design files, was taking two days

and 13 tapes. When one of the servers went down, restoration of all the data took 42 hours. And the projected data curve suggested that the same restoration could take as much as six hours more if another year were to pass without some change.

**"Not only are we backing up faster, but we also have online access to any file that needs to be restored without having to call out the backup people — a two-fold advantage."**

Severyn Sawicki,  
IT manager, Egmont UK

##### The Challenge

The conception-to-production cycle for a new Egmont book averages between six and eighteen months, so the impact of a lengthy file restoration might be frustrating for users, but it would not endanger the business.

At Magazines, however, where until the end of 2004 all the publications were monthly, two days of file non-availability could have greater repercussions for the business — regardless of the fact the overall amount of data was far less than that at Books.

Purchase of a new Overland NEO 2000 tape library for Books at the end of '04 provided improvement in backup speeds, and major reduction in tape handling. Nevertheless, Sawicki and his colleagues viewed this more as a holding back of the data tide than a full long term solution. Then the IT department was presented with a business change which had an immediate impact on the entire storage / backup question. Magazines decided to produce some of its publications fortnightly. On that short timescale, the "worst case scenario" — up to two days of file unavailability — could be disastrous.



The IT team began a serious search for a more radical solution to the various data storage issues. The fact-finding exercise included desk research, attendance at relevant events, and discussions with a small number of suppliers. On Egmont's set of criteria, explains Sawicki, "Cost was a major factor. Second was making sure the supplier understood our business requirements." High reliability was also important, as was the speed with which any new equipment could be supplied and commissioned.

## The Solution

The winner of Egmont's selection process, with ticks in all the important boxes, was an Overland Storage solution supplied by key partner Stable IT Solutions Ltd. Two REO 4000 disk-based backup and recovery appliances were delivered in June 2005 and installed, the first at Books, the second at Magazines a little later, as planned. "They are very simple," says Sawicki. "We started using the first REO as soon as it was plugged in" — carrying out some tests which gave pleasing results. "We found that the backup which had been taking something like 12 hours on the old set-up was now taking two hours, backing up directly onto the REO." The backup software is CA BrightStor ARCserve Backup r11.1.

They also purchased some mirroring software, and have been copying all their server information from some of the other servers onto the REO. Sawicki comments: "Not only are we backing up faster, but we also have online access to any file that needs to be restored without having to call out the backup people — a two-fold advantage." They are currently further refining the archiving and recovery process at Books, then, and with the addition of a new NEO tape library there too, plan to copy the solution across to Magazines.

## The Benefits

At this early stage, Sawicki is pleased with his new disk-first means of storing Egmont's data (nearly three terabytes, and rising). The repercussions following a server going down have been enormously reduced. "The tests we have done point to downtime of between two and four hours, rather than the previous worst case scenario of two days." He is finding the benefits to be exactly as anticipated, and quite clear: "We've got faster access to data, faster retrieval of data, and less downtime." He believes that time saved will benefit both users and IT staff.

Sawicki is also pleased with the cost effective nature of the new solution, approving Overland's approach, as he perceives it, of bringing out products "ahead of the game" but without a leading edge high price loading. "Anything that will help us save time and money will always bring a smile to my face!" he says cheerfully.

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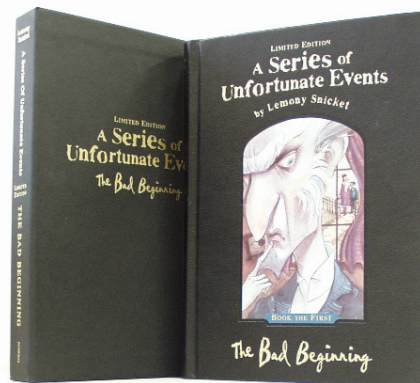
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## About Overland Storage

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](http://www.overlandstorage.com).



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