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# Success Story

## VISTAGE INTERNATIONAL

### World's Leading CEO Organization Sets Example for Tiered Data Protection with REO® 9100c, REO 9500b and NEO® 4100 Appliances

#### Challenges

- Slow performance and inadequate capacity on an aging tape library prevented backing up more than 2 TBs weekly.
- Restores could take days due to the need to acquire off-site tapes.
- Project to digitize audio and video content for faster, higher-resolution delivery would require protecting an additional 50 TBs of data.

#### The Solution

REO® 9100c, REO® 9500b,  
NEO® 4100

#### Benefits

- Tiered data protection solution delivers faster backup and restores, longer data retention on disk and more reliable, scalable archival on tape.
- Can store twice as much data on half as much media.
- Confidence that up to three months of data can be kept on disk for reduced tape handling costs and improved service levels.

Vistage International is the global leader in helping chief executives take their careers—and their companies—to the highest levels of success by creating a unique environment of collaboration, learning and mentorship. Over the past half-century, the company, formerly known as The Executive Committee, has nearly doubled in size every five years to become the world's largest CEO membership organization based on revenue.

**"Overland's best-of-class REO VTLs and NEO library are the cornerstone of our fortified disaster recovery strategy. We can accelerate backups and restores on the REO 9100c, retain months of disk-based data on the REO 9500b with data deduplication and simplify long-term archival on the NEO 4100—all while reducing costs and lowering administrative overhead by more than 25 percent."**

Carlo Saggese  
Vice President of Application Development  
Vistage International

With 14,000 members in 16 countries, the San Diego-based organization provides access to an extensive network of experts, CEO peers, executive learning workshops and vast online resources. Together, the members' companies generate nearly \$300 billion in annual revenue and have more than 2.1 million employees around the world.

According to Carlo Saggese, vice president of application development for Vistage International, a steady focus on standards of excellence permeates the organization, including its technology environment. "Content is king when you're striving to share best practices and leadership perspectives,"

he explains. "We've created a massive web portal for our members so the information they need is readily available at their fingertips."

#### The Challenge

The company's 15-person IT department supports 170 employees worldwide and a full range of technology projects, from sales force automation and content management to ensuring fail-safe disaster recovery of the IT infrastructure and vital data. The team oversees approximately 75 virtual and physical Windows file servers, several QuickTime servers, as well as a NetApp Filer and EMC SAN for housing 18 TBs of data storage.

Vistage performed daily backups of critical data onto a Qualstar tape library with Sony AIT tape drives. Over time, however, slow performance and inadequate capacity prevented backing up more than 2 TBs weekly. Furthermore, an attempt to speed the process by mirroring copies of data onto local disks first involved manual, time-consuming scripting. "It was hard to manage the overall backup process and could take up to an hour just to restore 20 MBs," recalls Ryan Schaller, network administrator for Vistage International. "If we had to retrieve offsite tapes, a recovery could take two days."

In fine-tuning its disaster recovery plan, the IT team decided to replace its aging tape-based backup and recovery solution with a robust disk-to-disk-to-tape (D2D2T) platform. They also wanted to establish an out-of-state hot site with fail-over to San Diego with a goal of restoring operations within 20 minutes. This Recovery Time Objective (RTO) couldn't be met with the current backup and recovery solution.

Additionally, Vistage wants to digitize existing audio and video content for higher-resolution delivery to members. "We decided to convert to high-definition video to support

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media streaming and podcasting," says Saggese. "We predict this conversion will result in another 50 TBs of data."

## The Solution

A storage industry veteran, Saggese surveyed the competitive landscape before focusing on disk- and tape-based appliances from Overland Storage.

"Overland is well known for best-of-class, disk-based virtual tape library (VTL) appliances and time-tested tape libraries," he says. "For more than a quarter-century, companies have been taking advantage of their proven technologies. Our search began and ended with Overland."

According to Jay Kaffai, manager of technical services for Vistage International, the team particularly was impressed with Overland's 9100c with hardware compression. "We really liked ease of use, performance tuning and overall speed of backup and recovery on the REO 9100c," says Kaffai. To round out its initial D2D2T strategy, Vistage evaluated Overland's NEO 4100 tape library, a mid-range offering that supported high-speed LTO-4 tape technology and delivered up to 96 TBs of capacity in 10U of rack space.

In mid-October 2007, Vistage installed its Overland REO 9100c and NEO 4100. One week later, its new D2D2T solution was tested when the worst wildfires in California's history raged through San Diego, forcing evacuation of a half-million residents and businesses. Since its weekly full disk backup was completed by Sunday, Vistage used Overland's WebTLC™ feature to initiate a disk-to-tape process remotely. As a result, a full set of backup tapes were available first thing Monday.

Although Vistage closed its offices due to evacuations in the area, the company's IT team was well prepared with full tape backups in hand. Shortly after the fires, Vistage completed its deployment of Overland's new REO 9500D data deduplicating VTL appliance to gain further reductions in data backup, recovery

and long-term retention costs. "We installed the drop-in appliance in about an hour and started running backups to demonstrate the benefits of retaining more data on disk," says Schaller.

## The Benefits

Among the benefits Vistage expects to attain from Overland's tiered data protection solutions are faster backup and restores, longer data retention on disk and more reliable, scalable archival. "We want to store up to three months of data on the REO 9500D," says Saggese. "So far, we're achieving data deduplication ratios of 10-to-1 and better, and we're confident that ratio will increase as we perform more backups. The end result is we'll be able to meet our retention objectives, reduce our reliance on offsite tapes and improve overall customer service levels."

The REO 9500D also will play a pivotal role in lowering costs of backing up redundant data, particularly streaming content. "Our production teams work on iterative versions of video and we also develop 'light' versions for the sales team, which results in a lot of duplicate data," says Schaller. "The ability to perform block-level deduplication of streaming media on the REO 9500D VTL to reduce duplicate data will produce huge cost savings."

The REO 9100c also serves as a key element of Vistage's tiered data protection strategy. By leveraging hardware compression, the organization now backs up twice as much data to the same amount of physical disk capacity. "We can accelerate backup and recovery dramatically with the 9100c," adds Kaffai. "Last week, we restored a one gigabyte file in less than 30 seconds when it used to take an hour to recover 20 megabytes. The multi-streaming performance is amazing, which has enabled us to protect a lot more data and other critical aspects of our environment, like our QuickTime servers."

Vistage leverages Overland's unique Dynamic Virtual Tape (DVT) technology,

which automatically expands or shrinks to match capacity requirements. "The combination of compression and DVT gives us more bang for the buck with physical tape," Kaffai continues. "We now store twice as much data on half as much media." By moving up to LTO-4 and the NEO 4100, Vistage also attains better capacity and performance.

Overland's line of REO disk VTLs with compression and data deduplication as well as its scalable NEO tape library enable Vistage International to build a solid foundation for protecting different tiers of valuable data. "Overland's best-of-class REO VTLs and NEO library are the cornerstone of our fortified disaster recovery strategy," concludes Saggese. "We can accelerate backups and restores on the REO 9100c, retain months of disk-based data on the REO 9500D with data deduplication and simplify long-term archival on the NEO 4100—all while reducing costs and lowering administrative overhead by more than 25 percent."

## About Overland Storage

Overland Storage offers the most complete set of smart, affordable data protection appliances that ensure data is constantly protected, readily available and always there. Overland Storage brings enterprise-class capabilities to mid-range customers through affordable and reliable solutions that reduce the backup window, improve data recovery speed, simplify short- and long-term data retention and make cost-effective disaster recovery a reality for all. Overland products include award-winning NEO SERIES® and ARCVault™ tape libraries, REO SERIES® disk-based backup appliances with VTL capabilities, and ULTAMUS™ RAID high-performance, high-density storage. For more information, visit [www.overlandstorage.com](http://www.overlandstorage.com).



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