

“Our investment in FalconStor NSS has paid for itself. We’ve put an end to the enormous annual costs we once faced due to data loss.”

— Ulli Heinen, Network and Systems Administrator, AIIM



Overview

AIIM is a leader in providing offset printing and data driven digital print communications and has been successful in delivering high-value products. AIIM recognized the need to consolidate various print technologies by blending conventional print, the web, data services, high speed inkjet, and digital print with full variable capabilities to produce the most relevant and creative print communications programs. While AIIM’s core strength is commercial printing, AIIM has developed 10 unique service lines based on the complete enterprise output chain: aiim•PRINTSMART, aiim•1:1, aiim•CONNECT, aiim•SMARTSTATEMENTS, aiim•ON•DEMAND, aiim•DIRECTMAIL, aiim•FULFILLMENT, aiim•ANALYTICS, aiim•CUSTOMWEB, and aiim•CRM. With all of these services under AIIM’s service umbrella providing a “One Source Solution,” AIIM customers realize immediate benefits that help them do more everyday.

AIIM adopted an iSCSI-based SAN in 2005 to centrally store all users’ critical data. AIIM was relying upon hardware clones, CA ARCserve, and regular tape backup to protect that data. The company also employed an Apple Xserve RAID storage array for data storage. At the time, AIIM believed that saving data on RAID-protected disk storage would make it recoverable, but a significant data loss under this system proved that this was not the case.

Objectives

- Implement a new solution for data storage and protection using proven technology trusted by partners and VARs
- Ensure that data is fully protected and recoverable in any instance
- Purchase a solution with a cost-effective price point

Solution

Working in conjunction with former solution provider Albert White Technologies, AIIM selected the FalconStor® Network Storage Server (NSS) solution to centralize all of its data into one virtualized pool of storage. Between 30 and 40 employees depend on this storage solution, which holds data for mission-critical applications such as ERP, proprietary web-based solutions, auto-management systems, and off-the-shelf graphic and workflow applications. Upon this foundation, AIIM intends to add offsite replication for disaster recovery (DR) in the future.

Benefits

- Eliminates an average of \$60,000 to \$82,000 in annual costs related to data loss
- Immediate post-implementation ease of operation and data security
- Backup process improvement with zero impact on daily operations