

“As VMware users, it is comforting to know that FalconStor has extensive knowledge of VMware. Their experts know VMware inside-out, and that makes for an ideal customer-vendor relationship.”

— Craig Morey, IT Manager, North America, Domino



Overview

Domino, based in the U.K., is one of the world's largest manufacturers of digital printing solutions. The company's products are used for date coding, product marking, serialization, and variable printing. Among its customers are significant brands in healthcare, food, manufacturing, and print. Domino's North American headquarters are located in Gurnee, Illinois.

Domino has 180 users and 35 servers, 30 of which are virtual. The company experiences data growth of approximately 15% per year and expects this rate to continue over time.

Objectives

- **Replace Symantec Backup Exec and end reliance on offsite tape storage**
- **End the growing struggle with the backup window, which could not accommodate growing data stores during overnight or weekend time periods**
- **Implement a data protection solution that integrates easily and effectively within the existing VMware environment**
- **Provide a centralized management solution with low WAN bandwidth utilization for remote locations without administrators**

Solution

After evaluating products from EMC, Exagrid, and Metiix, Domino chose FalconStor as its data protection provider. The primary deciding factor in the selection process hinged on FalconStor technology's ability to transmit data changes at the block level, making fewer demands on Domino's WAN.

Working with FalconStor channel partner, Zones, Inc., Domino implemented the FalconStor® Continuous Data Protector (CDP) solution to replicate 2TB of data from a Canada office to its North America data center. FalconStor CDP supports the company's VMware vSphere system, protecting virtual machines via DiskSafe™ technology.

The deployment has resulted in "lightning-quick restoration." What used to take hours can now be performed in 30 seconds. Furthermore, because FalconStor CDP integrates with existing technology and does not impose any vendor lock-in, it allows Domino to protect previous IT investments and leaves its options open for future ones.

Benefits

- **Backup is fast and efficient, and doesn't overload older servers or virtual machines**
- **Recovery times reduced from hours to 30 seconds**
- **Improved quality of customer and end-user service due to the increased reliability and efficiency of the company's data protection system**