

**Case Study**

# Peace-of-Mind with FalconStor

Discovery Solutions is a software as-a-service (SaaS) solution provider offering best-in-class enterprise resource planning (ERP) systems for the oilfield service and supply industry, including its flagship Discovery Management Software (DMS) system. The company is dedicated to providing solutions that improve administrative capabilities, reduce costs, and enable efficient business operations for customers.

## Company

Discovery Solutions

## Environment

- IBM i
- Microsoft Windows

## Falconstor Solution

- Optimized Backup and Deduplication

## CHALLENGE

Serving customers ranging from small private operations to billion-dollar enterprises, Discovery Solutions has an IT staff of 10 that oversees the company's main data center in Alberta, Canada and a disaster recovery site several miles away. With limited personnel serving a growing customer base, the company needed a way to streamline its labor-intensive backup processes, reduce backup windows, and increase data efficiency.

## SOLUTION

The FalconStor Optimized Backup and Deduplication solution was chosen for its ability to replicate data quickly, improve backup and restore speeds, and eliminate duplicate data. The open architecture provided a huge competitive advantage by supporting the company's IBM systems and diverse connectivity protocols. Since its implementation, the FalconStor solution has enabled Discovery Solutions to reduce duplicate data by as much as 70-to-1, improve storage efficiencies, eliminate the need for physical tape, and minimize the risk of data loss and damage.

“With FalconStor we are seeing a 70-to-1 deduplication ratio...the solution has already paid for itself.”

- **Mark Boudreau,**  
Vice President of IT  
Infrastructure,  
Discovery Solutions

FalconStor technology provides Discovery Solutions with the freedom that comes from peace-of-mind. The IT team no longer fears losing data due to tape malfunctions and is free to work on additional projects.

## About FalconStor Software

FalconStor Software, Inc (OTCQB: FALC) is a technology company whose mission is to deliver technical innovation that creates investment protection, flexibility, and leverage of modern cloud-based technologies for our enterprise customers. We provide software and cloud services that enable our enterprise customers to better manage, protect, secure, and make use of their valuable data. Our customers achieve lower costs, simpler operations, greater data security, higher confidence in their business continuity, and greater ability to effectively use their data assets to drive innovation.

Founded in 2000, FalconStor is headquartered in Austin, Texas and has additional offices in New York, Europe and Asia. Our solutions are available and supported by a vast network of system integrators and resellers. For more information, please visit [www.falconstor.com](http://www.falconstor.com).

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