

Drobo Solution Summary



Is your plan for offsite backup working?

Affordable offsite protection for unstructured data with rapid recovery could not be easier when using DroboPro FS™ and Drobo Sync

Highlights

Solution built with innovative simplicity for small businesses

Gives small businesses offsite backup for less than \$100 per month

Recovery in less than an hour compared to lengthy restores which can take days

Offsite backup costs do not grow out of control as your data grows

Complements cloud-based backup if cloud is a fit for your business

Superior reliability with BeyondRAID while also less complicated than other file storage

Customer Challenge

Odds are your business is not regularly testing your ability to restore from a disaster. Businesses of all sizes do backup, but even the largest ones have not perfected it. Most business managers do not know how complicated and risky the recovery process is. IT managers that regularly test recovery know that it fails more often than it succeeds. Complexity is the reason recovery is not as quick and reliable as it should be. Companies from 10 to 10 thousand users need fast and reliable recovery just the same.

Historically, businesses have used offsite tape vaulting to ensure that backup data is not lost in the event of a disaster. Recently, cloud-based backup has gained visibility as an approach for getting data offsite. Both offsite vaulting and cloud backup have limits in their ability to recover quickly. For vaulting, tapes must be transported and restored. With cloud, backup data can be available immediately, but transferring very large amounts of data from the cloud can take hours or even days. These recovery times are not what business require, as business users have come to expect nearly instant recovery.

The Solution

Replicating files between sites can serve as an automatic offsite backup to enable very rapid access to files or restoration of file data. At a basic level for SMBs, only new files or changes within existing files are copied to the secondary site. The sync operation can be regularly scheduled during off-peak hours or multiple times during the day, and it can also start on-demand. Users at the primary site continue to access file storage with the same experience they are used to, and the device at the remote site serves as a duplicate copy of the primary.

This way the configuration and maintenance of the offsite backup is simplified. Simple operation is even more helpful when it comes to fast recovery. Like cloud-based backup, individual files can be accessed where they are stored offsite. Unlike public-cloud backup, offsite backup with file replication allows for rapidly redirecting users to the secondary site in the event of a disaster because the secondary is an exact replica of the primary. This solution serves as “private cloud” infrastructure, and many service providers can host the secondary storage device if no other suitable site is available to the user.

Comparing Alternatives

Comparing file replication with other approaches to offsite backup

Criteria	DroboPro FS	Cloud-based Backup	Offsite Tape Vaulting
Recovery Point	Based on last sync	Based on last backup	Based on last shipment
Access Time	Very fast	Fast	Very slow
Restore time	<1hr with redirection	1hr - days based on WAN	Transport + several hours
Monthly cost	\$\$	\$\$\$	\$\$\$-\$\$\$\$

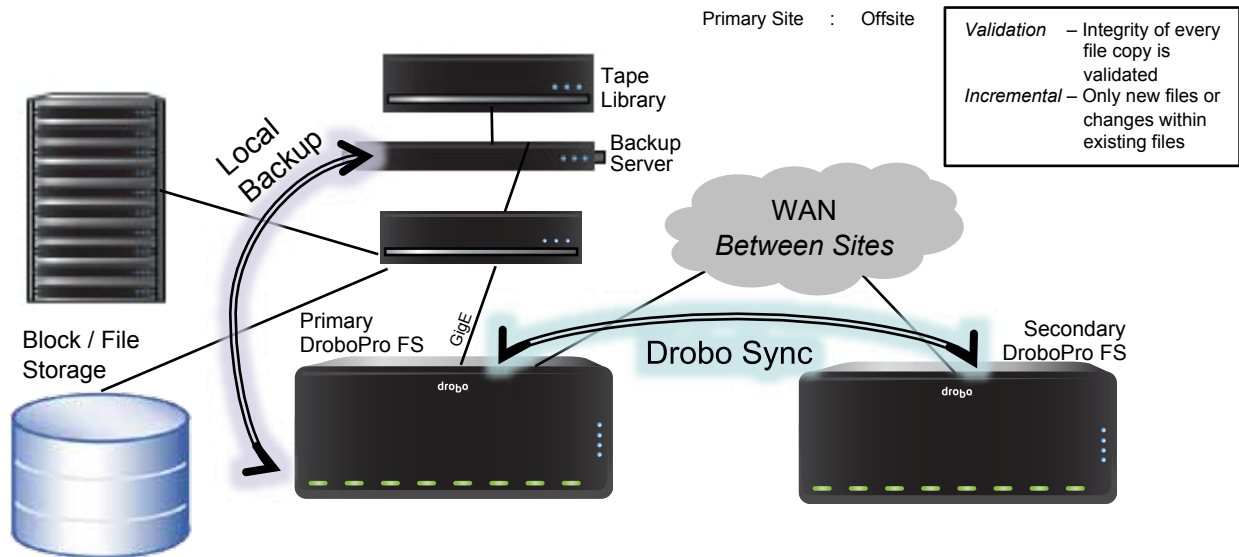
What You Will Need

Comparing SMB file storage devices that support replication for offsite backup

What You Need	DroboPro FS	Business NAS with HA
2 x File Storage devices, 8TB each	48% lower cost	>\$10,000 for two devices
The Big Difference	\$5,000 lower, buy two for the price of 1	Also higher cost to scale-up storage over time
More difference - Hardware	33-66% more expandable, mix & match any drives	6 slots, – locked-in to specific drives

How To Build It

Block Diagram of tested solution protecting data at primary and secondary sites



High-level outline of steps, Offsite Backup with just a few clicks

Install DroboDashboard on management server (can be on backup server or a VM)

Deploy file storage device(s), easy 1-click setup w/ DroboPro FS, configure shares

Copy data to primary DroboPro FS, users experience file shares as they are accustomed

Use 5-click configuration process to set up the Drobo Sync schedule for ongoing protection

For efficient bulk transfer, do an initial sync of secondary DroboPro FS locally, then deploy the unit to the secondary site for incremental syncing

Configure network to enable communication between sites (can be done in advance)

Turn on secondary Pro FS, run scheduled or on-demand sync, and you have offsite backup!

Test your recovery plan, it can be as easy as redirecting users to the secondary

Where Drobo is Different

There are dozens of file storage products for SMBs. Some of them are small systems sold in retail stores that lack the reliability and features that are required for business. Other larger ones provide expandability, and often have many features that will never be used. The problem with all of them is complexity in configuring and managing the storage and the offsite backup features; even the consumer products can be nearly impossible to configure and use. DroboPro FS with Drobo Sync gives you offsite backup with start to sync in 5 clicks!

DroboPro FS provides superior data protection with BeyondRAID technology, in a package that is very affordable for business. Compared with the cost of cloud backup or offsite tape vaulting, customers can buy the two file storage devices they need for offsite file replication often at less than half the cost. Simplicity is a bigger difference than cost, as predictable recovery from a loss for a small business can only come from a backup strategy that is easy to setup and maintain, and provides for rapid recovery. Offsite backup with DroboPro FS is the perfect choice for SMBs.

More Information

Solution materials, including the webcast replay with an expert guest @

<http://www.drobo.com/resources/DBN-DataProtection-110910.php>

Want to try it? Free 30-day evaluation @ http://info.drobo.com/droboarfs_free_eval

Want to buy it? Ask your preferred reseller, or visit the where to buy page @

http://www.drobo.com/where_to_buy