

now from



GROWING PAINS

Small and medium-sized businesses face full-sized challenges.

You may operate as a small or mid-tier player. Maybe you are a manufacturer supplying one of the giants in aviation or automotives; maybe you are the local bank financing the aspirations of merchants and developers who ensure that one of the nation's most vibrant communities thrives; perhaps you are an emerging biotech or pharmaceutical on the cusp of great discoveries.

But although your enterprise may be categorized as small or medium-sized now, one thing's certain: the technology challenges you face everyday are big, every bit as big as the ones faced by the global titans of industry. And the information you need to store, protect, and manage is just as valuable. VERITAS solutions for small and medium-sized businesses recognize those unique needs and help you address them.

Comply-side economics

To compete effectively today, IT executives in the mid-market are being driven to achieve the greatest operational efficiencies possible. Faced with the same complex, ever-growing set of regulations the world's largest enterprises face, the rest of the business increasingly turns to IT to help manage those requirements. And the nature of the marketplace—everything from consumer demands for more e-commerce applications to the electronic data standards being demanded by the large retailers supplying shoppers in person—is putting constant pressure on those managing the information infrastructure to deliver solid results—reliably and, all-too-often, with fewer resources.

Squeezed by external forces on one side, IT execs working in the small and mid-tiers also face internal challenges worthy of Fortune 500 CIOs and CTOs. Securing the budget to meet the enterprise's requirements is never easy. Determining how best to allocate those precious resources—and with which vendors, goods, and services—is critical. And once those hurdles have been cleared, procuring the right skill-set to manage the infrastructure you have implemented is critical for success.

Managing data management

Using the broad set of products and services offered by VERITAS and its partners for small and medium-sized businesses, you can manage the IT challenges you face today and those you will face tomorrow. VERITAS offers a complete, scalable solution providing data protection, backup-and-restore operations, and simplified management of storage and applications environments. And these solutions will further enable you to meet compliance regulations as well as corporate archiving policies.

The benefits of VERITAS are real: storage costs drop; operating efficiencies reduce to the bottom line; and data is protected, available, and accessible where and when the business needs it. The result is consistent, reliable information integrity throughout the data lifecycle.



“VERITAS delivers the peace of mind that our most valuable asset—our information—is protected and available when we need it.”

Harold Alston

Network Administrator
Athena Controls

Athena Controls

Controlled Data Protection on Desktops and Laptops Delivers Measurable Business Value

With employees storing business-critical data on desktops and laptops, Athena Controls turned to VERITAS for a data protection solution that would achieve regulatory compliance while lowering total cost of ownership. Using VERITAS Backup Exec, Athena Controls improved productivity by 10 percent and increased storage utilization by 5 percent.

Organization Overview: Based in Warrenton, Virginia, Athena Controls is a market-leading developer and manufacturer of flight dynamics and control technologies. Athena Controls provides advanced systems and hardware—from design through integration—for civil and military applications.

Challenge: The future of Athena Controls' business necessitates 24x7 access to business-critical data. A defense contractor, the company must also comply with International Traffic in Arms Regulations (ITAR), which stipulate access requirements to restricted data. One of the key business drivers revolved around the need to backup data stored on users' desktop and laptop computers, which was not being backed up properly. At the same time, Athena Controls wanted to lower its total cost of ownership through enhanced productivity, lower costs, and improved storage utilization.

Solution: Already using VERITAS Backup Exec *for Windows Servers*, Athena Controls turned to VERITAS for a solution to address its need to add functionality for backing up data on users' desktops and laptops. VERITAS Backup Exec Desktop and Laptop Option, which was implemented in less than three hours by an outside consulting firm, was the perfect fit.

Benefits: With the VERITAS solution in place, Athena Controls has quick access to lost data, whether it has been saved to the server or saved locally to a user's desktop or laptop. By eliminating the need for end-users to wait for data backup, VERITAS Backup Exec is helping increase overall employee productivity, allowing them to work uninterrupted during backup operations. Overall, the solution from VERITAS is expected to help Athena Controls achieve 100 percent pay-back in 12 months through improved productivity, enhanced utilization, and lower costs. Some of the notable results include: a 5 percent improvement in storage utilization equating to 20GB of storage savings; a 10 percent productivity improvement via 16 hours saved monthly in support related to backup and recovery; and eight hours saved each quarter through the user-friendly administrative console in Backup Exec.



“VERITAS Replication Exec helps us meet regulatory requirements for maintaining data availability and deliver business continuity in the face of disaster.”

Mike Haske

Vice President of Technology
BankAnnapolis

BankAnnapolis

Banking on VERITAS Data Protection for Regulatory Compliance and Improved Operational Productivity

Seeking to maintain regulatory compliance while driving operational efficiencies, BankAnnapolis looked to VERITAS for a data protection solution. Based on VERITAS Replication Exec and VERITAS Backup Exec, the next-generation software infrastructure is helping BankAnnapolis speed time to recoverability by 75 percent while reducing replication time by more than 90 percent. At the same time, the new data protection environment satisfies stringent regulatory issues.

Organization Overview: Founded in 1990, BankAnnapolis serves small businesses and individuals through six community-banking offices across the greater Annapolis, Maryland area.

Challenge: Needing to comply with regulations such as the Gramm Leech Bliley Act while seeking ways to improve operational efficiency, BankAnnapolis sought a software solution that would allow it to replicate data between different branches and its primary data center location. The data protection solution would need to replicate data across a WAN environment and support a number of different applications residing on IBM Netfinity servers and Compaq Proliant servers running Microsoft Windows Server, including Microsoft Office, Microsoft Exchange, and customized loan and mortgage applications.

Solution: Though it considered solutions from other technology vendors such as Computer Associates, BankAnnapolis found that a solution from VERITAS based on Replication Exec and Backup Exec best met its business and technology requirements. Installed in four hours, the solution performs eight scheduled replication jobs daily across the network, all without creating any latency in application performance.

Benefits: The storage solution from VERITAS helps BankAnnapolis drive tangible benefits across its enterprise. Some of these include a more than 90 percent reduction in replication cycles, from an average of 4 hours to less than 15 minutes, and a 75 percent reduction in time-to-data recoverability. Other benefits include the ability to replicate all updated Microsoft Office templates to branches across the network—a task that took employees up to 60 seconds that is now done in real time. Further, BankAnnapolis no longer spends time manually replicating files from remote servers in the branch offices to the central server in the primary data center, a time saving of more than 32 hours annually. Most importantly, in addition to maintaining compliance with regulatory issues, BankAnnapolis is able to protect the sensitive financial information of its customers.



“VERITAS Backup Exec makes my life a lot easier. It has made more of a difference than any other product I have purchased in my 15 years as an IT professional. I have a very high regard for VERITAS as a company.”

Rick Stroup

IT Manager
The Simpson Group

The Simpson Group

Manufacturer Molds Data Protection for Lower Costs and Improved Productivity

Frustrated with long backup queues and errors, the Simpson Group replaced Computer Associates ARCserve with VERITAS Backup Exec for Windows Servers. The next-generation data protection solution is delivering immediate results, including 250 percent faster backups, a three-fold increase in throughput, and a 200 percent to 300 percent improvement in IT staff productivity.

Organization Overview: The Simpson Group, a leader in design and manufacturing for the metal casting industry, develops a wide variety of foundry and process technologies for automotive and industrial customers.

Challenge: To succeed in the highly competitive world of manufacturing, the Simpson Group must protect its single most valuable asset: hundreds of thousands of computer-aided design (CAD) files. Losing a single file can interfere with the company's ability to deliver its custom metal casting products to large industrial customers such as General Motors and Caterpillar. The IT department must ensure that all business-critical data, from e-mail to multiple versions of CAD files, is backed up efficiently and reliably and that files can be restored as needed quickly. In addition to these data protection requirements, The Simpson Group sought to lower total cost of ownership for backup-and-restore operations while improving IT staff productivity.

Solution: Frustrated with long backup times and constant errors from Computer Associates ARCserve software, the Simpson Group migrated to VERITAS Backup Exec for Windows Servers to handle the vital task of backing up CAD data. To protect and restore e-mail messages, the company chose VERITAS Backup Exec Agent for Microsoft Exchange Server. Subsequently, with reliable backups providing more time to focus on strategic issues, the IT staff upgraded the company's disaster recovery capability, with automated server recovery based on the Intelligent Disaster Recovery Option in VERITAS Backup Exec.

Benefits: Business value to the Simpson Group was immediate, with 250 percent faster backups and a three-fold increase in throughput. IT staff productivity has skyrocketed, with a 200 percent to 300 percent improvement for backup administration alone. Beyond the tangible savings, the efficiency and reliability of the VERITAS backup-and-restore solution has given the IT staff more time and flexibility to focus on issues such as security. As a result, the Simpson Group has been virus-free since installing VERITAS Backup Exec. At the same time, engineers in the CAD department are benefiting because the IT group can quickly and accurately restore deleted e-mail messages and previous versions of CAD drawings.