SecureAgent VTL and Customer Experience Share - Boston

By

John Sawyer & John Waldron

SecureAgent **Hastings Mutual**

August 12, 2013

Agenda

- **Who is SecureAgent?**

- **SecureAgent Customers**

- **SecureAgent VTL & Differentiators**

- **One Button Recovery**

- **Hastings Mutual Insurance Company**

- **Customer Experience**

Who is SecureAgent?

SecureAgent® Software
Secure Enterprise Solutions

- Privately Held

- More than 25 years experience in the Industry

- Offices in Zurich, Stuttgart, New York, Tulsa, and FL.

- Test Facilities in Oklahoma, Pennsylvania, and Zurich

- Fortune 500 Customer Base

SecureAgent products and VTL enjoy patent protections in the US and Europe. It's not just another VTL.

It's a Managed Recovery Suite that uses VTL(s) with HDS disk to provide:

- Tape Replacement
- VTL Replacement & Migration
- Multi-Platform Support
- FIPS Compliant Security
- Remote Business Continuity & Disaster Recovery Tools
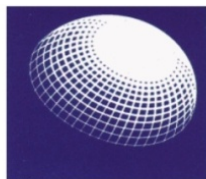- One Button Recovery
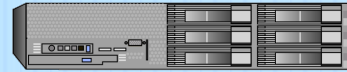
SecureAgent® Software
Secure Enterprise Solutions

Three Integrated Tools, *Adding Value!*

VTL *and* Offsite Disaster Recovery

HDS SecureAgent VTL →

Secure Data Solution

Provides All-in-One, Multi - System VTL for Mainframe, iSeries and Open Systems

Emulated Encrypted Gateway

IDG 9074 →

IDG 9074

Provides Remote Encrypted Mainframe, iSeries, and Open System Connectivity for DR
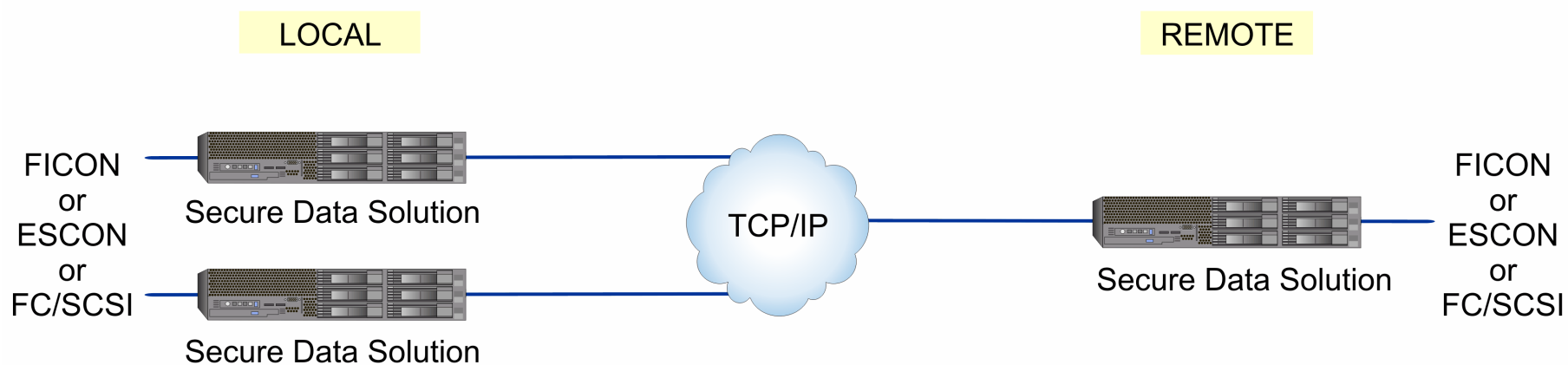
Automated One Button Recovery

SuperVision →

SuperVision

Automates One-Button Remote Recovery of Mainframe, iSeries, and Open Systems
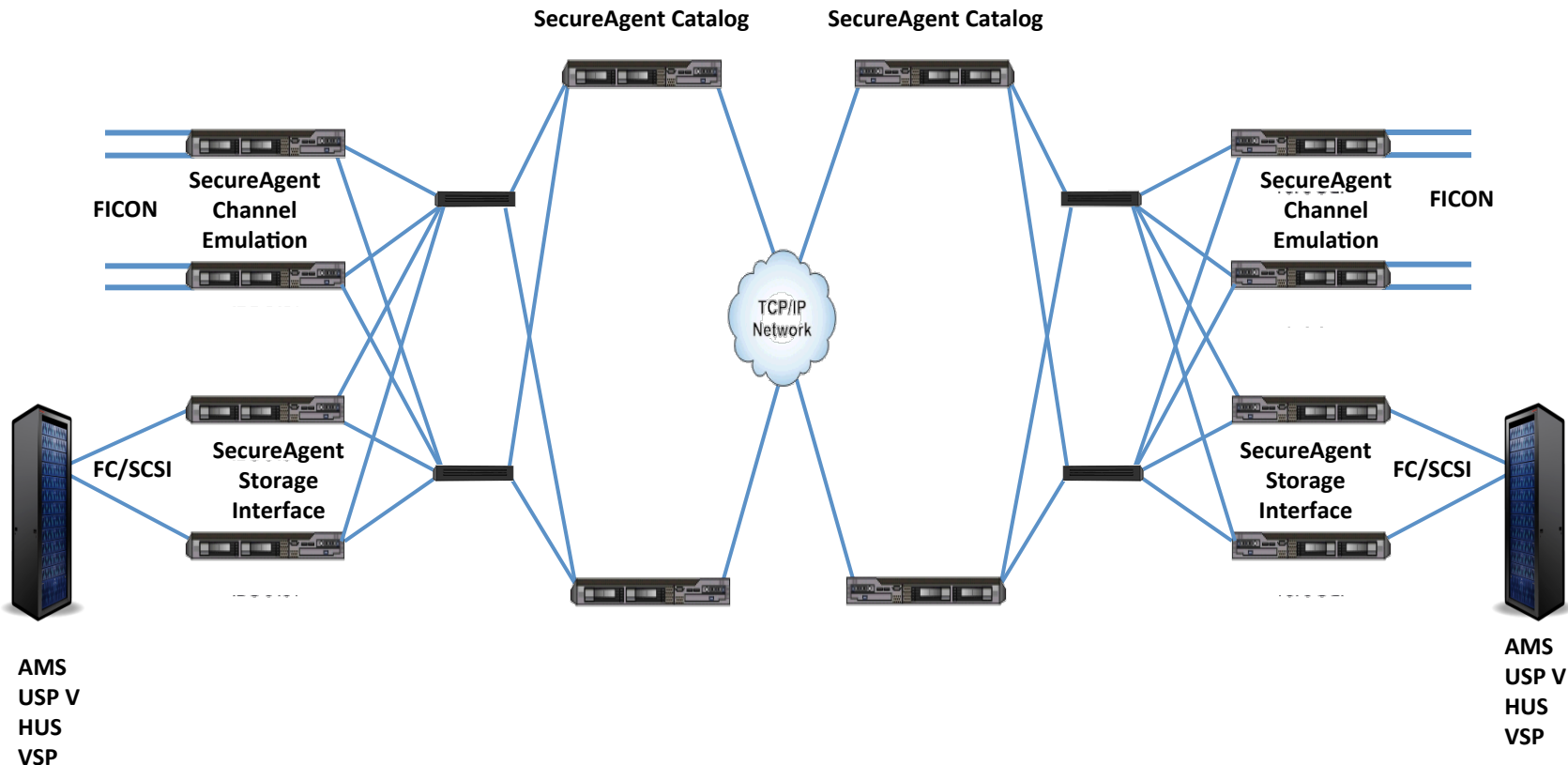
Scalable Solution for *Everyone!*

SecureAgent®
Software
Secure Enterprise Solutions

LOCAL

REMOTE

FICON
or
ESCON
or
FC/SCSI

Secure Data Solution

Secure Data Solution

TCP/IP

Secure Data Solution

FICON
or
ESCON
or
FC/SCSI

200 Terabyte VTL with Remote DR

Production Site

Disaster Recovery Site

SecureAgent Catalog

SecureAgent Catalog

FICON

SecureAgent Channel Emulation

SecureAgent Channel Emulation

FICON

TCP/IP Network

FC/SCSI

SecureAgent Storage Interface

SecureAgent Storage Interface

FC/SCSI

AMS
USP V
HUS
VSP

AMS
USP V
HUS
VSP

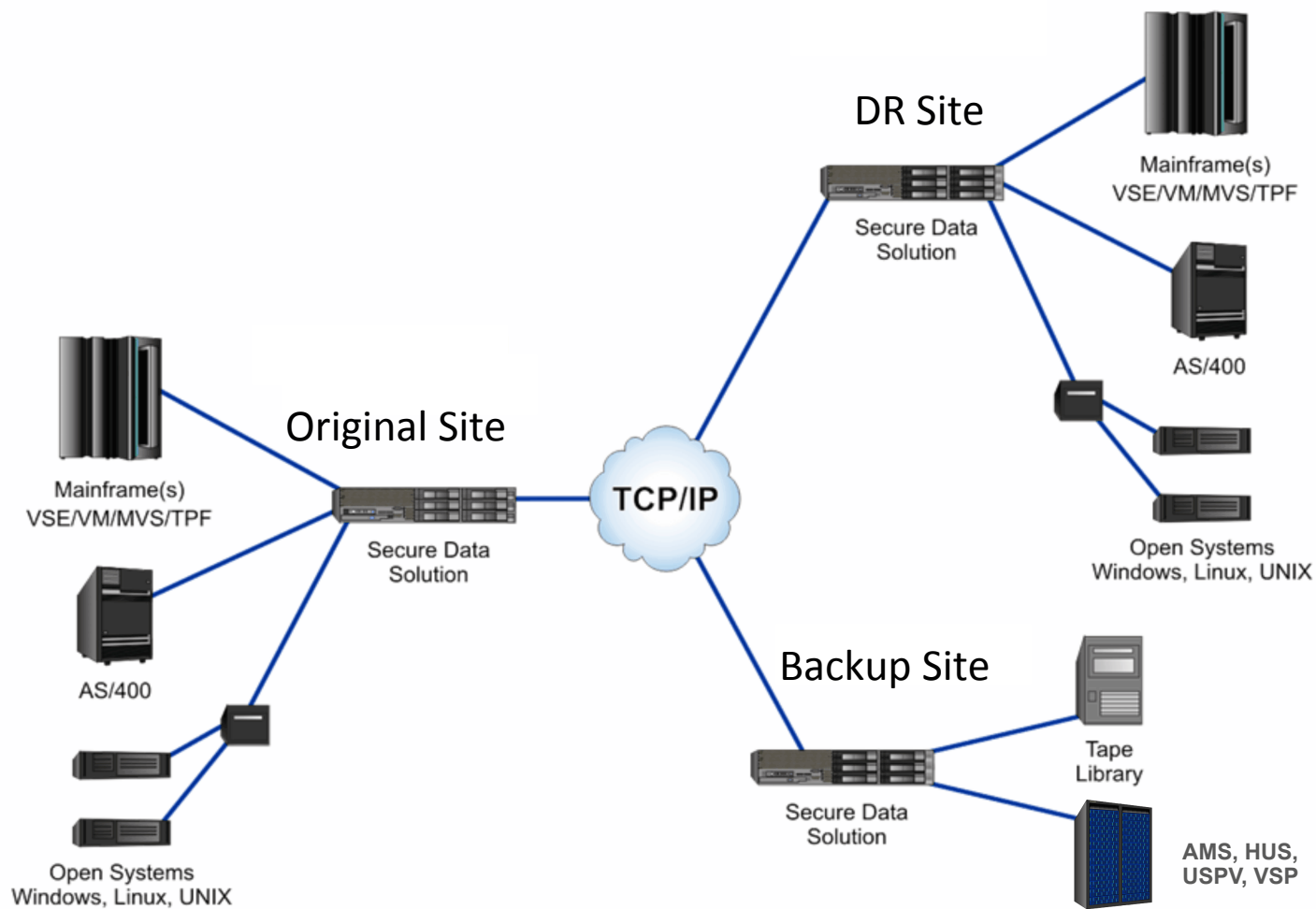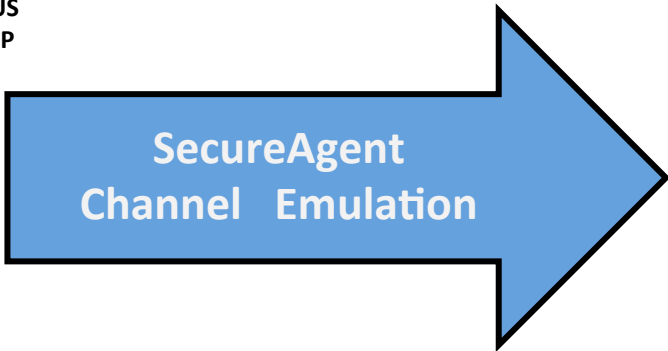# Scalable up to Multi – Petabytes
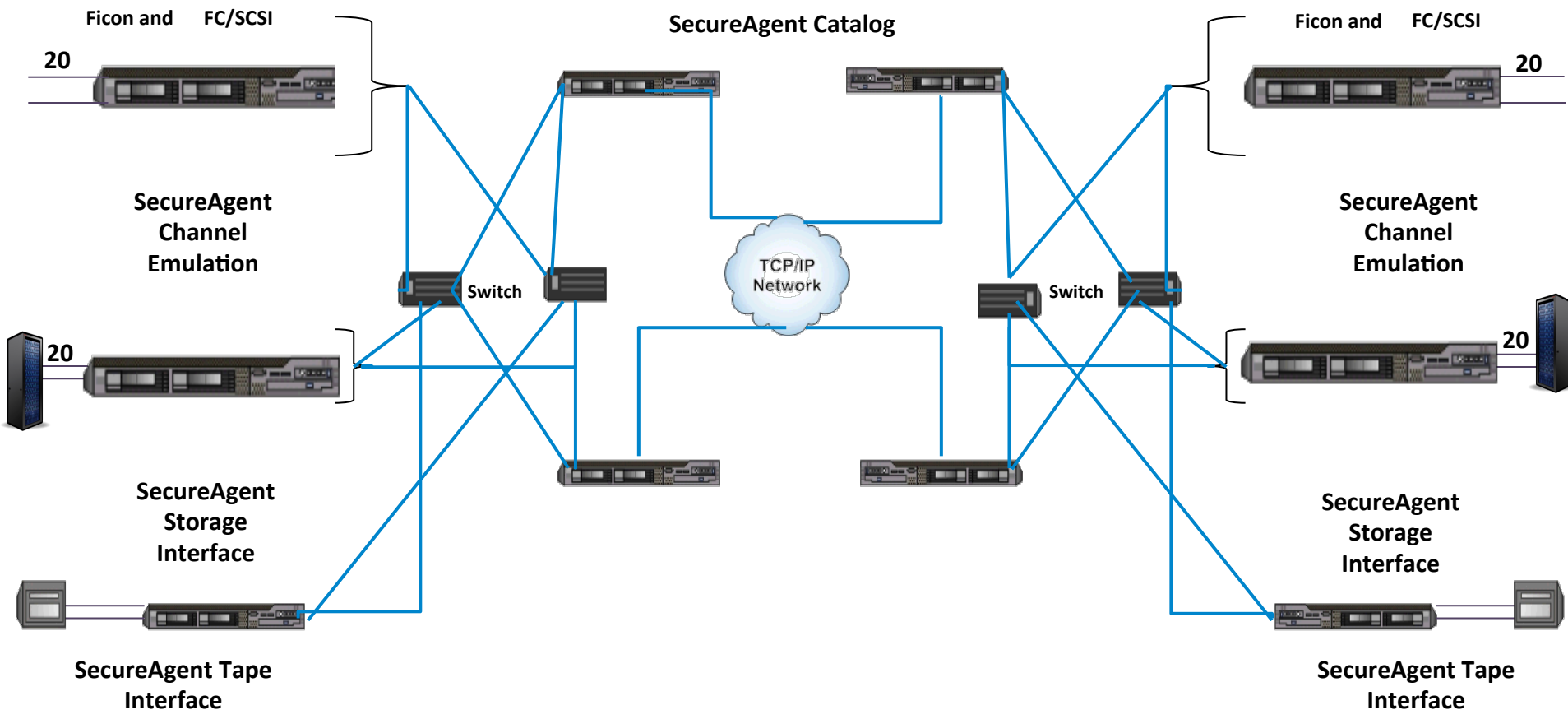
Integrated Multi-Site Recovery VTLs

Differentiators - Multi-Platform VTL

Production Site

SecureAgent Catalog

SecureAgent Catalog

Disaster Recovery Site

FICON & FC/SCSI

SecureAgent Channel Emulation

TCP/IP Network

SecureAgent Channel Emulation

FICON & FC/SCSI

FC/SCSI

SecureAgent Storage Interface

SecureAgent Storage Interface

FC/SCSI

AMS
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SecureAgent Channel Emulation
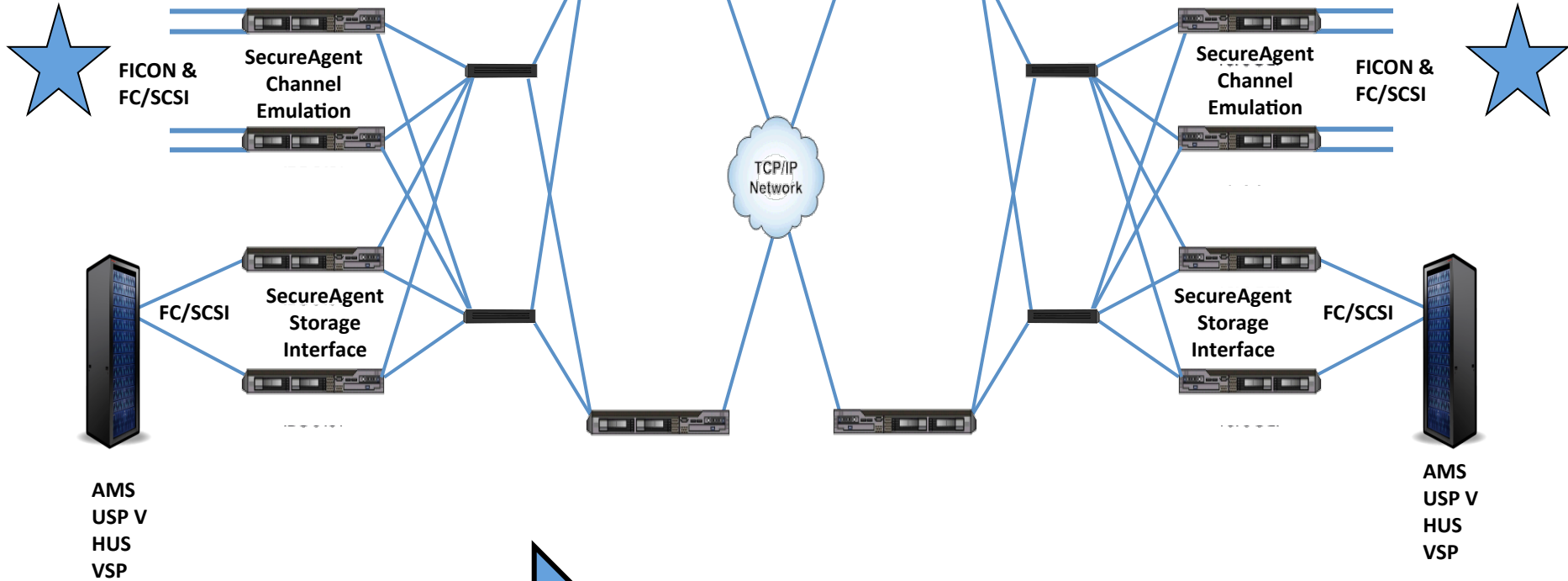
- Mainframe
- UNIX
- LINUX
- iSeries

- Windows
- Backup Exec
- Net Backup
- TSM

Differentiators – FIPS Security and Encryption!

Does Your Company Allow Data To Be Stored Or Transferred Unencrypted???

ENCRYPTION!

It's **NOT** Enough To Offer Only Compression.

Large Companies Today Demand Encryption At All Points, in motion and at rest.

More And More Companies Require Multiple Encryption Keys To Protect Different Types Of Data

Large US Banks Are Now Requesting Unique Encryption Keys For *Each and Every* VOLSER

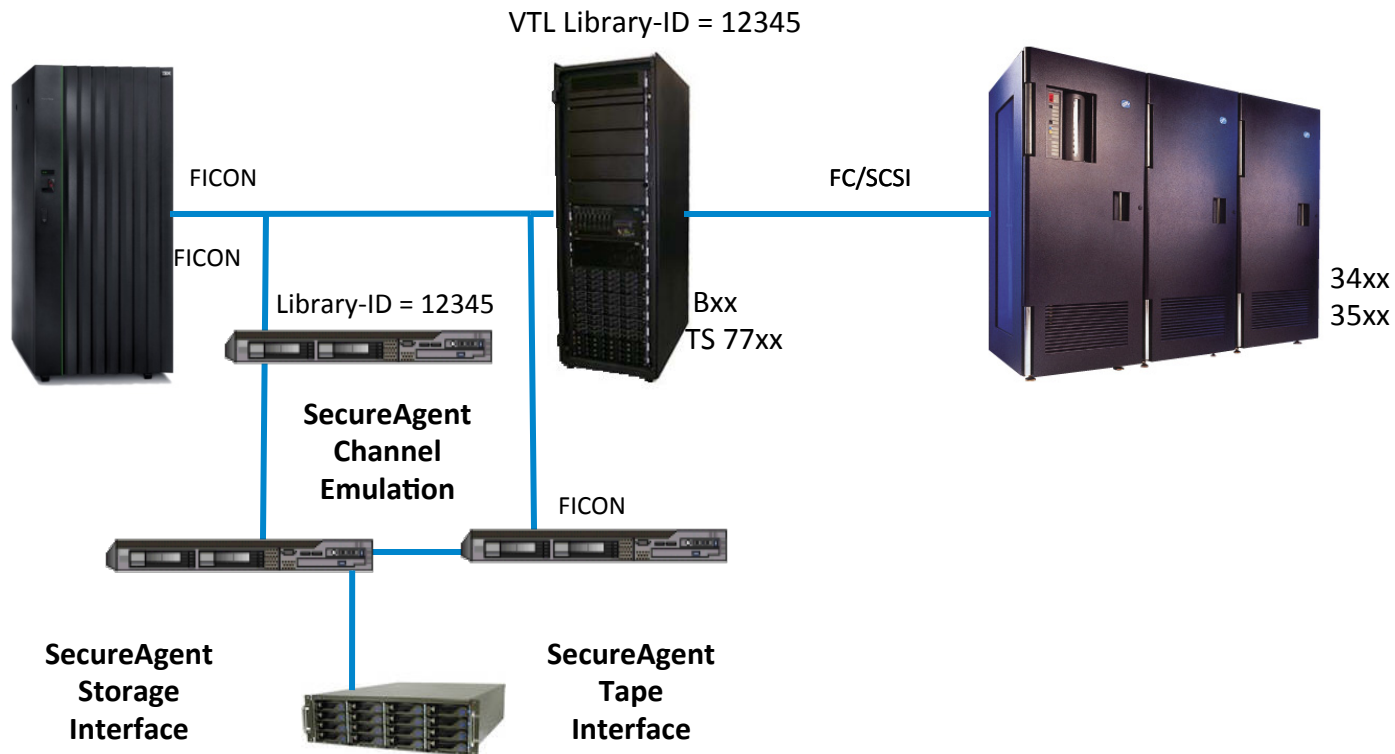# Redundancy

Unplug Any component with no production impact

Problems in One Area of Functionality WILL NOT Affect Other Units

Reduction of Production Downtime

Upgrade and Scale with no downtime

Differentiators – Supports Mainframe & Open System Tape

Migration Environment

VTL Library-ID = 12345

FICON

FICON

FC/SCSI

Library-ID = 12345

Bxx
TS 77xx

34xx
35xx

SecureAgent Channel Emulation

FICON

SecureAgent Storage Interface

SecureAgent Tape Interface
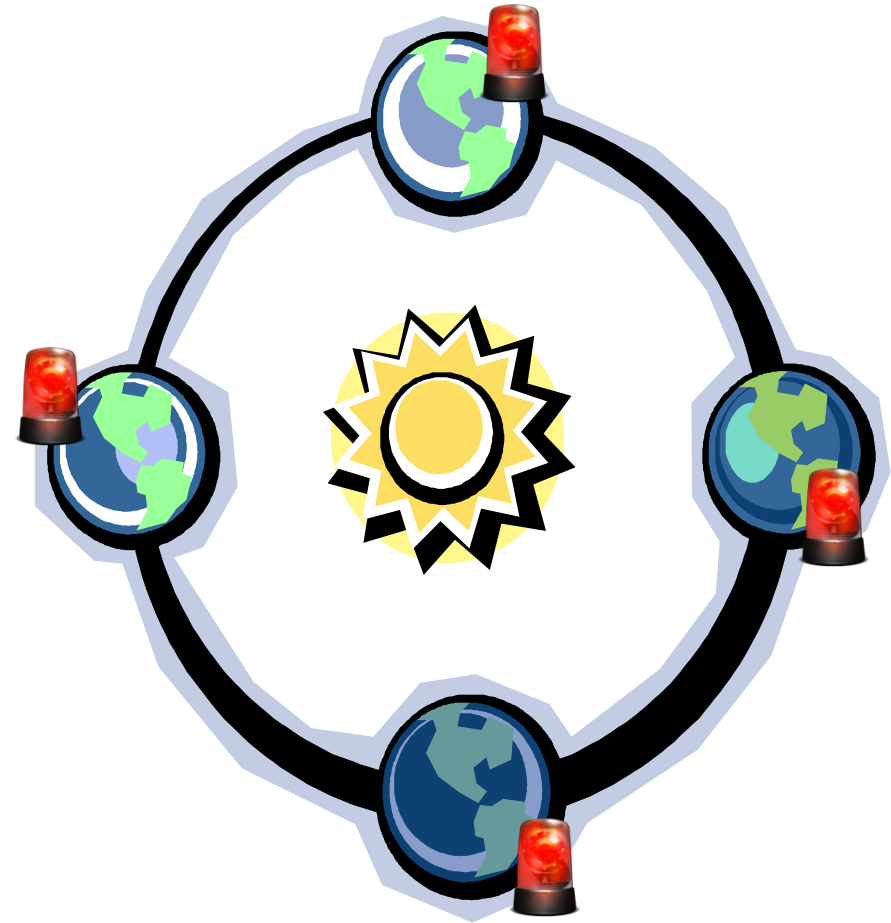
Remote Alerting

Automatically Alerts ops with WTO Msgs.
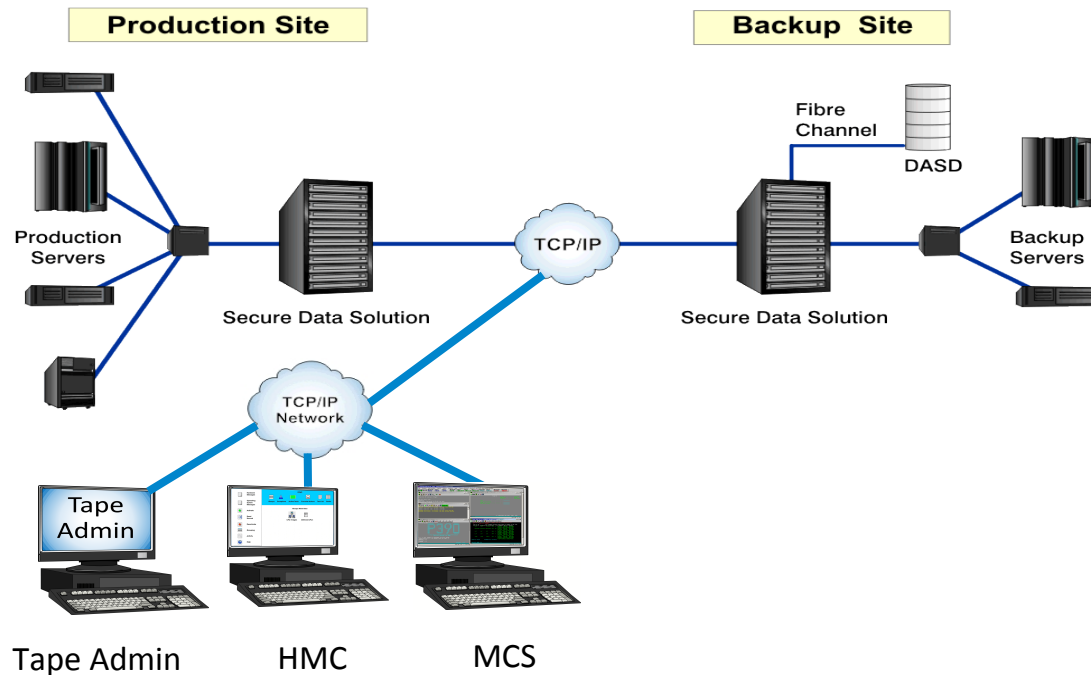
Integrated Alerts Through SuperVision DR

Integration with Alert Monitors via SNMP

Differentiators - One Button Recovery

Integrated Console Tools and Virtual Tape – A Powerful Combination

1.	Remote Tape Process Management

2.	Remote Hardware & System Console Access

3.	Integrated Automation

Hastings Mutual Insurance Hardware Enhancements

First Challenge:
Upgrade the Current Tape System

Background

- HMIC's backup system consisted of a StorageTek 9740 Library Storage Module and Hitachi 7490E cartridge module tape unit. Tape-based backup systems were beginning to be unreliable and restores/retrievals were impacting productivity. As HMIC grew and data storage increased, tape operations started to become more complex and costly to maintain.

- HMIC's existing business continuation procedure required shipment of tapes from Iron Mountain to our business continuation site with a potential to lose 24 hours worth of data .

- Current Tape backup processes had increased to the point where we were not meeting our maintenance windows.

Considerations

- To maintain continuous business operations, address regulatory requirements and archive business records, HMIC will need an infrastructure that can manage data from online application storage to offline, with permanent archive media.
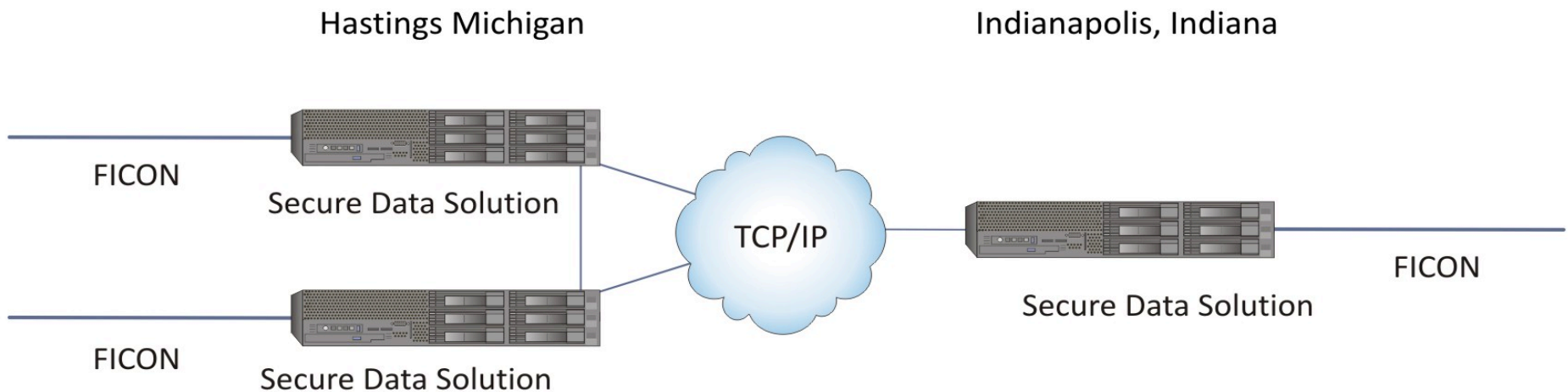
Objectives

- Eliminate resources required to mount and un-mount physical tapes

- Eliminate annual supply costs of tapes

- Reduce annual maintenance costs

- Reduce Power consumption costs

- Eliminate cost associated with transportation and storage of Tape Library

- Increase program execution times to stored data

Virtual Tape Library
The Solution from SecureAgent

- Through the use of virtualization and disk cache, the VTL solution is able to operate at disk speeds while maintaining compatibility with existing tape operations increasing productivity and eliminate manual intervention. Many of the VTL configurations completely eliminate physical tape through the use of deep disk cache repositories.

Hastings Michigan

Indianapolis, Indiana

FICON

Secure Data Solution

TCP/IP

Secure Data Solution

FICON

FICON

Secure Data Solution

Realized Benefits

- Elimination of mountains of tapes
    - Over 2600 Tapes eliminated

- **Elimination of tape rotations and pickup schedules for Iron Mountain.**
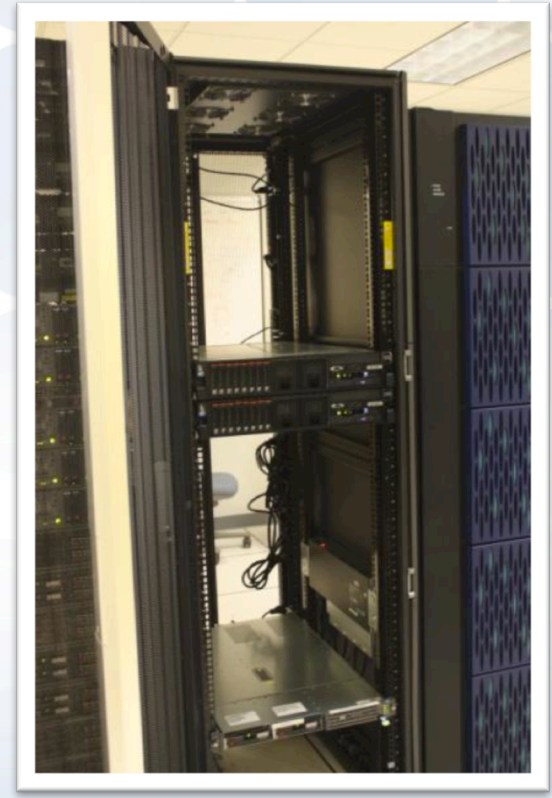 - Reducing costs for these services by over $20,000.00 a year.

- **Reduced Foot Print of Hardware.**
  - Two units supporting the VTL system taking up 4U's in a 19 inch cabinet replaced 2 Refrigerator sized units taking up 32 Square feet of floor space.

Older Conventional Hardware

New Hardware Technology

- **Elimination of Manual Processes**
  - Daily Tape Mounts on the two conventional Tape units Averaged 114 of which 32 required Manual intervention.
  - 48.9% were scratch mounts (Temporary Data)
  - Eliminated 1 FTE Hour daily of Manual Intervention
  - Eliminated 5 ½ FTE Hours for Saturday Backups

- **Power Consumption Reduction**

  – 3 Conventional Units running on 240 Volt 50 Amp circuits, Versus 2 VTL units running on 120 Volt 20 Amp circuits .

  – Power consumption reduced yearly by over $3,000.00.
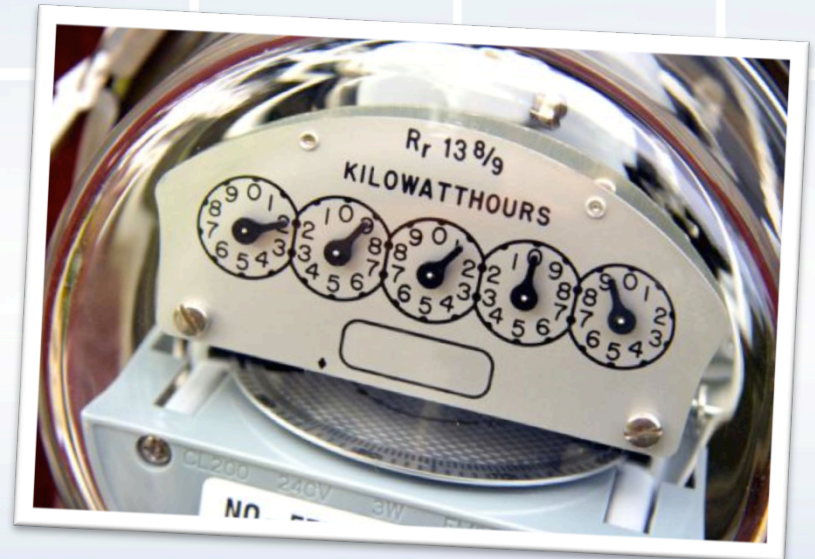
- **Improved Backup and Restore Times**

  - Test Volume backups to the VTL solution were performed, capturing transfer and replication speeds for analysis, showing a decrease in time to backup by nearly 300%.

  - In this test, conventional tape backups took 4 hours and 3 Minutes while VTL backups took 1 hour 15 minutes.

- # Tangible Benefits:
    - Annual maintenance costs reduced $ 9,522.24 (yearly)
    - Tape costs eliminated $ 969.90 (yearly)
    - Power consumption reduced $ 3,036.00 (yearly)
    - Operator man-hours reduced $14,040.00 (yearly average)
    - Iron Mountain costs eliminated $ 21,000.00 (yearly average)
    -      Total average yearly savings $48568.14

- # Intangible Benefits:
    - Ease of getting Disaster Recovery site ready for actual use/testing
    - File recovery made easier and faster
    - Elimination of Manual tape mounts

For more information please visit:

www.SecureAgent.com

or contact:

John Sawyer

Office: (918) 971-1600 or Cell: (918) 691-9000

Or john.sawyer@mail.SecureAgent.com

For Documentation:

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