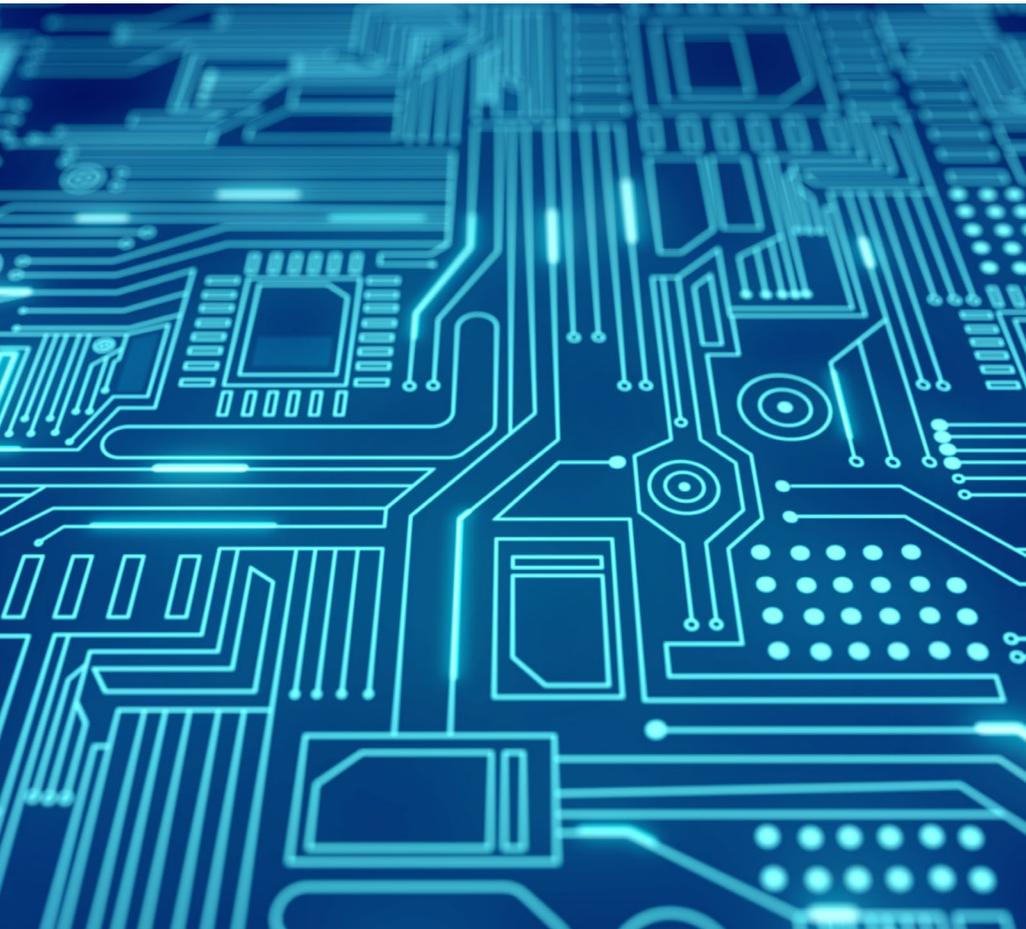




# Software company reduces backup footprint by 85 percent using deduplication

Data integrity company Precisely uses Quest® QoreStor® to greatly extend the life of existing storage capacity and open up cloud options for their disaster recovery strategy.



“In production, we’re seeing storage capacity savings of 75 to 85 percent. Using QoreStor with NetVault is certainly meeting our needs.”

*Kyle Chapman, Lead IT Systems Engineer, Precisely*

## CUSTOMER PROFILE

**precisely**

**Company** Precisely Software & Data  
**Industry** Software  
**Country** USA  
**Employees** 2,100  
**Website** [www.precisely.com](http://www.precisely.com)

## BUSINESS NEED

Precisely’s Product IT team backed up to several legacy disaster recovery appliances in the company’s data centers. They wanted to store backups offsite and open up cloud storage options.

## SOLUTION

By moving their backup target from disaster recovery appliances to QoreStor, the development team gained the flexibility to back up their virtual machines either to existing storage or to cloud tiers. They also reaped the benefits of deduplication, saving up to 85 percent of backup storage space.

## BENEFITS

- Enabled cloud storage to manage risks from ransomware
- Slashed backup storage footprint by up to 85% through deduplication
- Moved off of legacy DR appliances to software solution with source-side data deduplication and built-in compression

## SOLUTIONS AT A GLANCE

- [Data protection](#)

When your disaster recovery (DR) appliances approach the end of their useful life, it's a good opportunity to re-think your data protection strategy.

That's what Precisely's Product IT team had to do when they learned that the legacy appliances they'd been using for backup and disaster recovery were approaching end of life (EOL). Suddenly, the team had the chance to consider issues like ransomware, cloud tiering and off-site storage.

### **BACKING UP AND PROTECTING SOFTWARE BUILDS**

Precisely builds and sells software used by enterprises to manage their data. Separate from the company's Corporate IT team, its Product IT team is dedicated to the infrastructure needs of all the groups involved in developing, testing and supporting its products. Those include 1,100 employees in areas such as Engineering, QA, Documentation, Pre-sales, Technical Sales, Professional Services, Managed Services and Customer Support.

The company has data centers in the US, UK, Germany, India and Australia. These sites play a role in Precisely's backup and data protection strategy.

"Most of the data we back up consists of build artifacts," says Kyle Chapman, lead IT systems engineer. "It's the critical systems, code in our finished products and intermediate stages of products, like the artifacts from continuous integration/continuous delivery."

### **EXTENDING THE DATA PROTECTION STRATEGY BEYOND APPLIANCES**

"The people we support usually work in virtual machines," says Tony Sciortino, Director of Product IT, Precisely, "so we're constantly backing up VMs. Also, we have a lot of network file storage, where restoring is time-sensitive."

For years, Product IT backed up to disaster recovery appliances that were approaching the end of their useful life. Finally, Sciortino and Chapman received an EOL notice, along with an offer to upgrade to QoreStor. They had already made plans to switch from Veeam Backup to Quest® NetVault®

for backup, and they examined QoreStor for optimizing secondary storage.

With the goal of protecting their data by storing it away from the network, they turned to cloud-connected storage and cloud tiering with QoreStor.

### **IMPLEMENTING QORESTOR**

Although some might view it as being overly protective, taking the additional step of moving data off site is prudent in an era of ever-growing threats from bad actors. The other dimension of Precisely's approach — getting backups out of the data center and away from production data centers in case of a disaster — is equally prudent.

Chapman evaluated QoreStor and found that it covered Precisely's main requirements: it supports most enterprise backup software, it is designed for secondary storage in both the data center and the public cloud; and it is flexible enough for backup, disaster recovery and long-term data retention. Plus, QoreStor offers backup deduplication, making more use of Precisely's existing storage capacity.

"Kyle made the case for upgrading to QoreStor because of all the value it added, and he sold it," says Sciortino. "He made a good decision on migrating our backup targets from the Quest DR appliances to QoreStor and our existing storage."

"Quest's Professional Services organization was involved in our implementation," adds Chapman. "Combining their efforts with those of our primary sales contact

#### **PRODUCTS & SERVICES**

##### **SOFTWARE**

QoreStor®

NetVault®

and his technical lead, I would say they've all been pretty great for us."

**BENEFITS: CLOUD OPTIONS,  
PLUS UP TO 85 PERCENT  
SAVINGS IN STORAGE**

Product IT has migrated five backup targets from the DR appliances to QoreStor, combining QoreStor with cloud backup, tiering and replication.

The most valuable feature for them in QoreStor is its deduplication software, which greatly shortens backup time and reduces network congestion by sending only changed data. QoreStor's variable-block deduplication reduces the amount of space required for backups on the order of 74 percent and its compression reduces that by another 39 percent. The combination has allowed Precisely to store more than 100 terabytes of data in about 20 TB of physical space.

"In production, we're seeing storage capacity savings of 75 to 85 percent," says Chapman. "Using QoreStor with NetVault is certainly meeting our needs. Also, we're using QoreStor with NetVault for backup over NDMP [Network Data Management Protocol]. Jobs that used to take 52 hours — more than two days — now take 19 hours."

"We didn't buy any new storage when we started migrating," says Sciortino. "With QoreStor, we were able to extend our existing capacity without having to make an immediate purchase."

Helping Precisely to make more use of the storage that they have is just part of the value in the customer-vendor relationship.

"Quest is a company we want to do business with," says Sciortino. "I think of how well we work with Quest's account managers, how responsive they've been, how flexible, how available they are. I couldn't ask for anything more."

**ABOUT QUEST**

Quest creates software solutions that make the benefits of new technology real in an increasingly complex IT landscape. From database and systems management, to Active Directory and Office 365 management, and cyber security resilience, Quest helps customers solve their next IT challenge now. Quest Software. Where next meets now.

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*Tony Sciortino, Director of Product IT, Precisely*

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