



iQstor's iQ1250 IP SAN Provides the Storage Networking Foundation for School Sport Fundraisers

iQstor Customer: Varsity Gold, Inc.

When schools want to raise funds for their sports activities they turn to Varsity Gold due to their proven success at high school fund raisers, sports teams, bands, cheer groups, PTAs and community groups. Similarly, when Varsity Gold's System Network Administrator Jim Thornton wanted to better protect Varsity Gold's on-line data and improve their workflow, he turned to iQstor because of their superior SAN solution for small to medium sized (SMB) companies.

Since 1988, high school athletic teams and other organizations have raised millions of dollars for their programs through Varsity Gold, making them one of the nation's leading fundraising companies for high school teams and other organizations.

Varsity Gold deploys 18 servers for 50 users to support their on-going financial, document imaging, email, web site and art design activities. All financial documents are scanned and archived for easy access and retrieval. Prior to deploying the iQstor iQ1250, all data was stored and backed-up locally on the servers. "Each day we were backing up our servers directly to tape, and it just took too long. We wanted to decrease our backup window from the once-a-day tape backup. If any data was lost, it would take a long time to restore the lost data which could be 24 hours old," said Jim Thornton. Varsity Gold needed a data recovery plan in the event that their valuable data was lost. "Now, we take frequent snapshots of our data on a regular basis. Then every Saturday morning we kick off a tape backup which basically backs up all the snapshots."

Disk-to-Disk-to-Tape (D2D2T) backup reduces the time needed to back up distributed systems previously required either direct-attached or large tape libraries. With D2D2T, data is first copied to a disk storage system and then copied again to a tape backup device. It provides a way to expedite backup by first copying data directly to disks, then initiating tape backup as a separate activity. The data will remain on the disk until it is ready to be archived, which allows it to serve both as a staging area for the tape backup as well as a holding area that can be used for restoring any lost data quickly. D2D2T addresses Varsity Gold's requirements of: improving the performance of backups in their production environment, and expediting restores in the wake of a primary storage failure or accidental file deletion.

"Each day we were backing up our servers directly to tape, and it just took too long. We wanted to decrease our backup window from the once-a-day tape backup. Now, we take frequent snapshots of our data on a regular basis and move them to tape every week-end. We are very happy with the performance of the iQ1250."

Jim Thornton
System Network Administrator
Varsity Gold, Inc.

Business Challenge:

Varsity Gold wanted to reduce their backup window by implementing a disk to disk to tape (D2D2T) solution in order to protect and archive their financial, document imaging, email and web site data.

Solution:

iQstor iQ1250 iSCSI storage system was deployed to improve the performance of the backups in Varsity Gold's production environment.

With D2D2T, Varsity Gold can transfer their data to disk at a much faster rate than to tape, and then move that data to tape as they need to. This dramatically speeds up the transfer process from their application servers to the iQ1250 storage system, and greatly reduces the time their application servers are offline. With integrated software, it is also possible to schedule the data transfer automatically, eliminating the manual labor involved with data replication and storage.

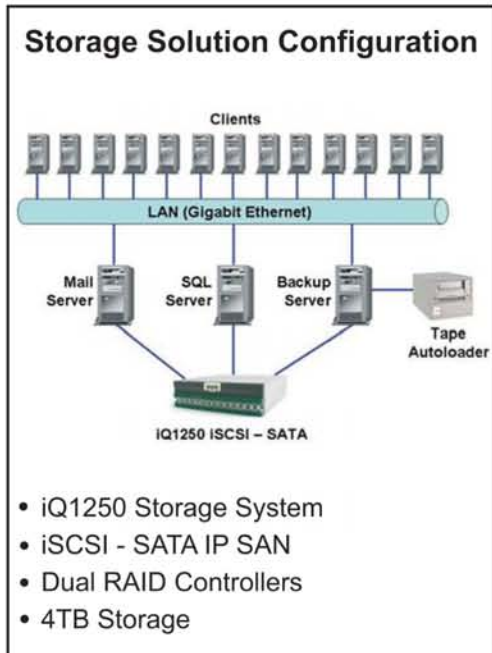
In order to centralize the storage for Varsity Gold's financial, document imaging, email and web site management, Jim Thornton reviewed a number of storage systems from different vendors and selected the iQ1250 from iQstor. "Initially we were looking at a different storage system, but as far as cost effectiveness it seemed that we could do a lot more with the iQ1250 from iQstor," continued Jim Thornton.

Varsity Gold selected iQstor's iQ1250 iSCSI IP SAN with 4 terabytes of Serial ATA (SATA) disk storage as their primary storage system. The iQ1250 was the best fit for Varsity Gold's requirements and represented a new technology [iSCSI IP SAN] that allows for future implementation of additional capabilities. The iQ1250 together with proper configuration provides Varsity Gold with greatly increased reliability, which translates to increased productivity of their employees. In addition, overall performance was increased, allowing greater volume of work to be completed each day. These benefits provide immediate and solid return on investment in addition to allowing for Varsity Gold's future expansion.

iQstor's iQ1250 successfully combines the benefits of Ethernet networks with those of networked storage. With the iQ1250, small to mid-sized companies can realize all the benefits of a SAN at an affordable price, together with integrated data services features such as volume manager based storage virtualization, snapshot, mirroring, policy based storage provisioning, capacity growth and SAN management.

About iQstor Networks, Inc.

A privately held company based in Newbury Park, CA, iQstor is a leader in the innovative design and delivery of storage solutions with embedded enterprise level functionality to channel partners worldwide. Its storage solutions include FC, iSCSI and SATA intelligent storage systems and expansion enclosures, policy based storage management, data services software, professional services, support and training.



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