

Cornish car dealership gets out of neutral with data backup solution.

Cloud-based solution significantly reduces data management effort, supports improved security posture.

HELSTON GARAGES GROUP

We were running out of road

Tom Moore knew that his team would soon run out of road in trying to manage its manual data backup processes. “We’re a small IT team of four and we were constantly worried about having a team member available to manage our tape autoloaders and physically take our tapes offsite to be protected. We’ve got thousands of customers and users across 28 locations. Protecting this business-critical data is crucial. Using tapes meant that someone had to be available to manually upload and we couldn’t risk a single day of lost data because someone forgot to backup. The consequences of losing our data due to human error or because of a disaster were unthinkable,” said Moore who serves as Group IT Director.

Not having block level backup was also a major challenge: “We have relatively simple requirements. What I needed was something that could back up a modest amount of data from multiple data sources over a wide area network that could do it more cleverly than just copying the files across. Some of our sites are not on the fast tails so we need something that could do block level backup too.”

Ineffective email archiving and security also added pressure on the team. “We’ve got 800 users across the business and it was really time-consuming to get an email back if we ever needed to. Cyber criminals also get more sophisticated every day and we needed to find something to filter spam and better protect our users’ emails.”

Changing gears

Moore was introduced to Barracuda and then went on to compare Barracuda Backup alongside other competitors in the space. Barracuda quickly set up a proof a concept trial and impressed straight off the bat. “We were very pleased with the appliance when it arrived. Barracuda Backup was the best offering by far really in terms of the total cost of ownership,” continued Moore.

Profile

- Leading regional car dealership
- Headquartered in Helston, Cornwall, UK
- 28 sites throughout Cornwall, Devon, Somerset and Dorset
- 800 users

Challenges

- Replace manual burden of tape backups
- Improve email archiving efficiency
- Concern about the persistent threat of cyber attacks

Solutions

- Barracuda Backup (Appliance)
- Barracuda Message Archiver
- Barracuda Email Security Gateway

Results

- Dramatic reduction in physical management overheads
- Employee inboxes are free of spam and viruses
- Lower total cost of ownership

“Cost is always a factor. We wanted something that was going to work comprehensively and Barracuda Backup came very highly regarded at a price point that we were comfortable with. I didn’t want to get into something where I was just going to paying month after month and year after year.”

Helston was in the fortunate position where it could a buy a backup solution outright. “We knew roughly what our data requirements were. We knew what we were expecting them to grow by. The thing about Barracuda Backup which really appealed to me was that although it meant an expense upfront, once it’s bought it’s there, it’s in the rack and it’s effectively limitless in what we choose to do with it. It just made for a far more compelling proposition when compared with competitors who are asking you to pay a certain amount per backup source, per operating system type and per database type each month,” he added.

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A clear road ahead

Automating backup to Barracuda’s cloud has ended the repetitive burden of copying data to tapes. “The biggest benefit for us is a dramatic reduction in our physical management overheads. We don’t have to worry about tape autoloaders and people taking physical volumes off site to be protected. We have a lot more confidence in our ability to backup and restore multiple versions. It’s far less of a headache for local staff to not have to take tapes away,” noted Moore.

Block level backup means data usage is relatively low which helps counter slower network connectivity at some of the Group’s dealerships. And Moore can now archive off older data thanks to unlimited cloud storage.



A transparent, upfront licensing model means Moore has greater flexibility in the way he can use the solution. “It doesn’t really matter if I connect 30 additional data sources now that it is in. The costs aren’t going to increase. If suddenly my usage skyrocketed there could be an issue. But the Barracuda Backup box is what it is. If you scale it appropriately for your needs then that shouldn’t be a problem if you know your data environment and can anticipate relatively accurately how your needs are going to change. It’s definitely the best value way of proceeding,” continued Moore.

Barracuda Email Security Gateway has been running for a while now and end users are seeing very few unwanted emails. “The filtering is very good. The main employee inboxes are free of spam and viruses which is a big relief and comfort to myself, having been responsible for the security of the network.”

Moore concluded: “Any company lives by its data – so having a more robust and resilient network is a massive benefit in terms of business continuity, disaster recovery and protecting us against email attacks. Compared with what’s out there, the Barracuda solutions are best-of-breed. And we’ve yet to come across a problem which the support team couldn’t solve.”

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Learn more about Barracuda Backup, Message Archiver and Email Security Gateway.

barracuda.com/products/backup

barracuda.com/products/messagearchiver

barracuda.com/products/emailsecuritygateway