OVERLAND TANDBERG

NEO® LTO Tape Automation at Omitech S.r.l.

Improving data reliability and security

MANAGED SERVICES PROVIDER

omitech msp

neoseries®

Challenges

- **Steady expansion of the database has created the need for more than double archive space**
- **Data growth has highlighted storage limits and the complexity of infrastructure adjustments that needed to be made**
- **New strategies for data protections became essential**

Solution

- **NEO®xl 40 base module**
- **1 LTO-8 FC tape drive**
- **Nakivo Backup & Replication 10.4**

Omitech S.r.l., a managed service provider, changed its backup strategy from network replication to tape backup with Overland-Tandberg NEO xl40

Omitech S.r.l. has three different departments. MSP (provision of services managed by data centers, security, data storage, cloud), CREA (communication and digital marketing) and ROBOT (software development and robotics).

Omitech Managed Services Provider department has twenty years of experience in transforming innovation into benefits for its customers; horizontal to technologies and market segmentations, which works with SMEs, public administrations and large companies. For Omitech, being an MSP is the commitment to support the customer: in on-boarding, in running, and providing the guarantee of constant maintenance and evolution of the service.

Omitech MSP

Omitech MSP branch manages more than 18.000 email accounts, provides mail storage service for 8.000 users and runs 150 virtual machines with web server and database tasks. Business continuity, along with data protection and data integrity, are their main responsibilities.

Changing the Data Protection Strategy

Omitech's data protection policy was exclusively focused around adopting multiple replication tasks between storage area network, hard disk and, partially, cloud backup sessions. But the last 5 years have been characterized by steady expansion of the database which in turn has created the need for more than double archive space. This growth has highlighted their storage limits and the complexity of infrastructure adjustments that needed to be made. At the same time, it has become essential to implement new strategies aimed at greater data protection.

> ❝We choose Overland-Tandberg Tape Automation to acquire an additional protection layer for our infrastructure. This will allow us to provide new services in the near future.
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> The value proposition through complete and reliable solutions, at cheap costs, will allow us to increase our customer base and branch out into new markets.
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> With the Overland-Tandberg NEO xl40, we are able to expand the range of services for our customers, such as the opportunity to archive/backup their data with lower costs and longer retention times compared to the current solutions provided.❞

**Andrea Molon,
Chief Technology Officer
Omitech S.r.l.**

The NEOxl 40 Tape Library in action at Omitech

Choosing Overland-Tandberg NEO xl40

After Omitech had evaluated the market offerings, the decision was made in favour of Overland-Tandberg. They recognised Overland-Tandberg as a renowned brand for archive and backup solutions. The brand awareness has been developed through channel leveraging strong relationships with distributors and resellers. Thanks to the support of the Overland-Tandberg Sales Department, within just several hours' time, Omitech was able to evaluate proposals within multiple scenarios in order to meet their current needs and keep in line with future growth requirements. The choice was made on the scalable NEO xl40 tape library with a LTO-8 drive with dual-port fibre channel interface.

Enhanced Data Security

The Overland Tandberg solution enabled Omitech to schedule off-line and off-site backup procedures multiple times per month, including all datacentre contents. Overcoming the limits of network replicas has been easy with NEOxl 40. Furthermore, by exploiting the AIR GAP, Omitech can now avoid offline data loss and guarantee physical protection of tapes offsite.

The NEOxl 40 Tape Library consists of a basic module with 40 cartridge slots and 3 tape drives with scalability to 280 slots and 21 tape drives with expansion modules.

Equipped for the Future

Omitech's specific infrastructure required a new network setup. Hardware has been optimised to maximise data transfer rate. With 20% annual data growth, the scalable NEO xl40 is able to cover any future capacity and performance requirements by adding additional LTO tape drives and data cartridges and expansion units. As the current backup-size is 60TB, Omitech already focuses on be prepared for 100TB.

Omitech's Recommendation:

> ❝Nowadays in any environment where is it fundamental to preserve integrity and security of managed data, multiple and parallel processes are absolutely needed. Overland-Tandberg solution has met our technical and budget requirements and we would recommend it for data storage/backup needs.❞