

# IDT Telecom adopts cloud-based backup and recovery and saves 80 percent in costs

StorReduce helps IDT to replace on-premises appliances with large-scale backups on AWS

IDT Telecom is a global provider of communications and payment services. The technology-driven company handles and protects petabytes of data across on-premises and cloud environments throughout multiple co-locations worldwide. IDT used on-premises appliances as its backup and recovery solution for years. As the maintenance contract for the appliances came up for renewal, David Wartell, Executive Vice President of IDT Telecom, and his team needed to re-evaluate their backup and recovery solution.

“The maintenance cost for these appliances would become exorbitantly high as they reach end of life, and the upfront hardware cost to replace them wasn’t a viable option for us,” explains Wartell. “In looking forward to the future, we also needed a solution that aligned with our cloud strategy.”

## Plug-and-play backup and recovery to the cloud

The company was already beginning to embrace a cloud strategy, as part of an overall strategy to replace existing backup appliances and reduce costs. The team evaluated several vendors and chose StorReduce.

“My team and I were looking for a solution that offered data deduplication and would allow us to easily backup to Amazon S3,” Wartell says. “We also wanted a solution that could easily plug into our infrastructure and eliminate the need for any change. StorReduce works with the existing backup applications. In addition, all other products required a lot of expensive local hardware to land a local backup copy on which counteracts movement to the cloud. We also wanted high availability. StorReduce’s solution met all our requirements.”

The StorReduce software solution sits between the existing on-premises backup applications and Amazon Web Services (AWS). IDT uses AWS Direct Connect for fast network access to Amazon S3. StorReduce deduplicates IDT’s growing volumes of data and stores it to Amazon S3 buckets using Amazon S3 APIs. “StorReduce is brilliantly simple. Using the Amazon S3 API, it took significant portions of our data storage that we had no way to get to AWS and put it there,” states Wartell.

StorReduce also helps IDT meet regulatory compliance requirements, including the Payment Card Industry Data Security Standard (PCI DSS) and Sarbanes-Oxley. It segregates environments for different data backups, offering fast, granular data recovery to help the company comply with regulations.

## STORREDUCE HELPS IDT BACK UP PETABYTES OF DATA TO AWS

The solution enabled IDT to:

- Replace on-premises appliances with primary backups on AWS.
- Meet regulatory compliance with segregated environments for backup data.
- Gain faster, more scalable access to data.
- Achieve infrastructure flexibility that can accommodate future needs.
- Optimize storage efficiency with single namespace deduplication.
- Lower total cost of ownership (TCO) by approximately 80 percent.

## CHALLENGE

IDT faced increasing maintenance costs for its aging on-premises backup appliances.

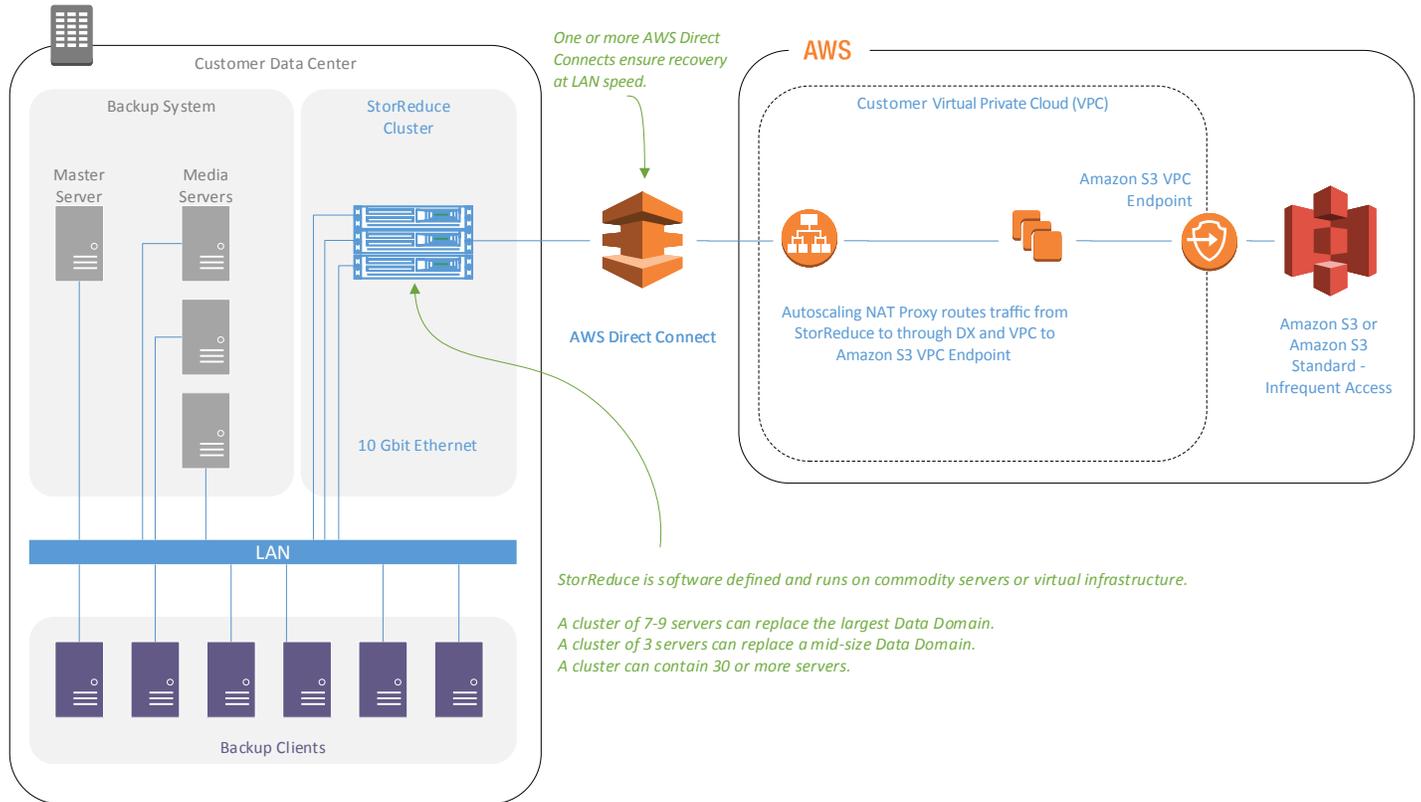
## SOLUTION

IDT now stores large-scale primary backup data to Amazon S3 following a deployment of StorReduce’s scale-out deduplication software.

## RESULTS

IDT lowered TCO by 80 percent, optimized storage efficiency, and gained agility to scale in or out with fluctuating data volumes using AWS and StorReduce.

StorReduce - Backup on-premises to cloud via AWS Direct Connect - Routing Traffic through Customer VPC



IDT gains agility and cost efficiency

IDT also gained the agility to reduce or expand its backup as needed. According to Wartell, "As my data sets scale up and down, I no longer have the pain of investing in storage hardware. StorReduce has taken the promise of cloud elasticity and made it available on-premises."

In addition to scalability, StorReduce helps IDT save operational costs. "StorReduce only requires a tiny amount of local storage and it does not need a full copy of the data locally. Since a data cache is not a primary backup of our data, we don't need to invest in high availability solutions like a redundant array, so the hardware cost of running StorReduce is minimal compared to other backup products," Wartell states.

StorReduce

"StorReduce provides the cost-effective and efficient backup solution on AWS that we were looking for. Its backup performance to Amazon S3 is better than we expected. StorReduce is disrupting the deduplication space."

David Wartell  
Executive Vice President, IDT Telecom

## StorReduce simplifies and accelerates backup to AWS

StorReduce offers a scale-out, single namespace deduplication software solution. It eliminates duplicate copies of repeating data and stores the compressed data in a single storage pool on AWS. With StorReduce, you can back up copies of your data across different AWS Availability Zones and hybrid cloud environments. StorReduce helps you easily back up large volumes of data to Amazon S3, Amazon Glacier, AWS Snowball, or Amazon S3 Standard - Infrequent Access. StorReduce offers search capability for granular recoveries, enables data availability for use with any AWS services, and allows companies to clone entire data sets on AWS as a cost-effective disaster and recovery solution.

## A reliable and flexible foundation for the future

With StorReduce and AWS, IDT can rely on a cost-effective, efficient, and scalable backup and recovery solution to protect its data and to comply with industry regulations. The solution also helps provide a flexible foundation poised to accommodate business-driven changes. "In planning for future needs, StorReduce's compatibility with leading backup solutions offers the flexibility we need to develop any type of backup and recovery environment we may need in the future. Whatever we decide to include on-premises, we can be sure that it can use StorReduce to get data offsite to AWS efficiently and cost-effectively," Wartell emphasizes.

In addition to improving backup and recovery performance, StorReduce also provided Wartell's team with superior customer service. "My team also has glowing reviews about StorReduce's customer support," he adds. "Although we didn't have major issues, its customer support team responded quickly to our requests and provided a higher level of knowledge compared to other vendors we had previously used."



### ABOUT STORREDUCE

Based in Sunnyvale, California USA, StorReduce has representatives across the United States and Asia Pacific. StorReduce offers an inline deduplication software solution that helps companies move their data from on-premises to the cloud. The software solution replaces on-premises backup appliances and tape, offering companies a simplified solution to backup and recovery across on-premises and hybrid environments. StorReduce can also be used for on-cloud workload reduction and for cloning full cloud data sets. To learn more about StorReduce and deploy StorReduce on AWS, visit AWS Quick Starts at <https://aws.amazon.com/quickstart/architecture/storreduce/>.