

TapeSentry® Provides Maximum Security for a County Government's Critical Data Stored Offsite



Affiliated Computer Services, Inc.
Headquarters in Dallas, TX
www.acs-inc.com

Industry

- Commercial
- Government

IT Profile

- Overland Storage
NEO 4200/LTO3
- 9TB backed up weekly

Benefits

- Cost-effective and easy-to-use
- Scalable for future infrastructure changes
- Heterogeneous drive support
- Simplifies disaster recovery
- Performance not impacted
- No maintenance issues

"TapeSentry® was chosen because of cost and convenience. Client-side tape encryption was hitting some of the servers too much, and I didn't care for that. I wanted something in-line that wasn't going to impact the speed of my backups—TapeSentry does what I need."

~Michael Welch – Network Specialist for ACS

With a slew of data breaches in the headlines, Affiliated Computer Services (ACS) proactively decided to encrypt tape media stored offsite for a local government client. Michael Welch, a Network Specialist at ACS, works with a government county made up of elected officials and emergency response departments. Tasked with making sure data security is at the forefront while not slowing down any processes was the goal. "We need our government clients to know that we proactively prevent data breaches to keep data safe and the county out of the headlines," said Welch. "I, personally, have received letters from former employers or credit card companies saying 'you may have been affected by a loss of backup tapes,' so I am very aware of the importance of protecting data."

Other Encryption Solutions Not Acceptable Due to Expense and Performance

Welch considered adding encryption and compression through a Backup Management Application (BMA) but found that the performance hit to servers was a problem. "The client-side encryption really took a hit on my CPU," said Welch. "We have some 24x7 departments that cannot go down or have a noticeable slowdown at all—most notably emergency response departments." Additionally, ACS evaluated a solution that would encrypt and compress data locally before storing it remotely. "It was a very expensive solution for remote backup," said Welch. "There comes a point where, if you are a large enough shop, you either don't have the bandwidth or remote backup services are cost prohibitive."

Since the county needed to easily backup all data, there was no way to reduce the 9TB of data; therefore, Welch couldn't consider disk-to-disk because of the expense. "So, we use tape, which is relatively cheap," said Welch. "But, we must take tape media off-site, so there's a vulnerability there." Welch was introduced to TapeSentry, an appliance solution that eases the security challenges inherent in tape, offering router-based, high-performance tape encryption.

TapeSentry Chosen for Cost-Effectiveness & Ease-of-Use

After evaluating TapeSentry, which met both the budget and resource constraints, Welch said, "TapeSentry hasn't caused me any backup slowdowns or maintenance issues. It is a very cost-effective solution for the client's environment." As a heterogeneous solution, TapeSentry installed quickly and integrated easily at the county's site. Without requiring costly infrastructure updates or add-on costs, TapeSentry now provides ACS easy administration and management via a secure, Web-based interface. Additionally, comprehensive key management is required for a distributed enterprise encryption infrastructure, and TapeSentry supports all phases of the key life cycle. Welch said he is very pleased with the key management, ranging from key generation and distribution to key archiving, recovery and deletion. Fear of data loss is unnecessary due to TapeSentry's complete multi-site key replication and automatic backup/recovery.

Scalability Allows TapeSentry to be a Long-Term Solution for ACS

Today, ACS runs weekly incremental and full backups, which are duplicated, and the monthly backups are now encrypted using TapeSentry and stored to tape offsite. "We have a transport to the offsite location, so if something were to happen to the driver, or if the tapes were stolen, the client is covered because the tapes are encrypted," said Welch. "You really must do something to secure data stored offsite on tape." Due to scalability, ACS will be able to use TapeSentry moving forward—even if the tape backup environment changes. Since TapeSentry's configurable encryption policies are not device- or drive-dependent, it has the ability to translate the inconsistencies of the languages used by different types of tape drives. "I plan to use TapeSentry for at least the next five years," said Welch. "If you are storing tape at a remote location, I would highly recommend TapeSentry."



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ABOUT CROSSROADS

Headquartered in Austin, Texas, Crossroads Systems delivers flexible solutions to connect, protect, secure and restore business-critical "data-at-rest." Crossroads (symbol:CRDS) is currently traded on Pink Sheets and also posts its financial disclosure reports, press releases and other related documentation on the OTCIQ web service of the Pink Sheets website. For more information, please visit www.crossroads.com.



Crossroads promotes institutional and personal environmental responsibility within the company, with our partners and with the users of our products. We are committed to providing the best products and services while encouraging practices consistent with sustainable living and resource conservation.

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