

# Printing Franchisee Uses NETGEAR® ReadyNAS® 2100 to Protect Against Site-Wide Disaster



## Profile

Founded in 1968, Sir Speedy has become a leader in the printing and marketing services industry. With a global network of affiliates, Sir Speedy has nearly 800 locations in 16 countries around the world, and offers a wide range of services – from graphic design and printing, to mailing services, promotional products, and direct marketing. John and Heather Wages own and operate a Sir Speedy franchise in Waterbury, Connecticut. They take pride in providing advanced technologies and superior service, to help their customers maximize business results.

## Background

John was a recognized Top Performer salesperson at a very successful Sir Speedy franchise in Waterbury, Connecticut, until a massive fire devastated the business in early 2006, shutting its doors forever. Then, in late 2007, John and Heather decided to open their own Sir Speedy franchise in a newly built complex where the preceding business had been located. Two years later, with seven employees and healthy growth, business is flourishing once again.

However, John remembers all too well how quickly things can change. Following the fire that destroyed the original multi-million dollar business, John attempted to retrieve any possible remaining data from the melted chassis of the company's servers and workstations – a futile exercise he never wants to experience again. As a result, developing and implementing a comprehensive disaster recovery plan, including offsite replication to protect against a site-wide disaster, was at the top of his "to do" list.

## PROBLEM/OBJECTIVE

**IMPLEMENT A DISASTER RECOVERY STRATEGY THAT INCLUDES OFF-SITE DATA PROTECTION**

Sir Speedy Waterbury, Connecticut relies heavily on its data for its day-to-day operations. In addition to the business-critical information common to most businesses, Sir Speedy also collects and stores a significant amount of customer data throughout the normal workflow of a project. "To provide a broad range of business and marketing services to our customers, we collect mailing lists, artwork, and other original customer files at various stages of a project", says John. "The ability to accept all the components of a job as they are available, then assemble them to deploy a cohesive campaign, is tremendously valuable to our customers. It's one of the things that separates us from the competition."

John also determined that an essential component to his disaster recovery plan would be to ensure that the business-critical data on every employee's workstation was also routinely backed up. But with an environment consisting of Macs and PCs, support for both platforms was an absolute necessity.

John researched his alternatives, but found that very few storage solutions in his price range offered the power, performance, and features he was looking for. And with first-hand experience with catastrophic data loss, he absolutely required stability and reliability above all. "Data is the lifeblood of our company", says John. "If we lose our data, we lose everything."

## SOLUTION

**NETGEAR® READYNAS® 2100 PROVIDES THE RIGHT BLEND OF FEATURES AND FUNCTIONALITY**

John determined that a pair of NETGEAR® ReadyNAS® 2100 rackmount storage systems provided the solution to his needs. With four hot swappable hard drives, the ReadyNAS 2100 provides the power, performance, and reliability Sir Speedy Waterbury, Connecticut



requires, and supports his dual platform environment right out of the box. The ReadyNAS 2100 also supports rsync, making off-site replication fast and easy.

John installed one ReadyNAS 2100 in the Sir Speedy office, and the other one in his home office. In addition to fitting his business needs, the shallow profile of the ReadyNAS system provided the ideal solution for John's home office, since it could be installed on a simple wall mount rack. He then joined the two systems with a pair of NETGEAR ProSafe® FVS318 VPN firewall switches and corresponding VPN software. "It was so easy", says John. "I had the entire environment up and running in a matter of hours. Now I have a really small but potent network that is really awesome!"

## RESULT

**THE IDEAL ONSITE-OFFSITE STORAGE SOLUTION**

John has had his ReadyNAS systems in place for two years, and is pleased with their performance. "The ReadyNAS just works the way it should, without issues", says John. "Recently there was a big storm that caused a power outage at the Sir Speedy office. I had preconfigured the system to shut down when the power to the UPS was down to 20 percent. It did exactly that, and emailed me at home to let me know what was going on."

John also recently upgraded the capacity on the two systems from 3TB to 4TB, using the hot-swappable feature of the ReadyNAS. He was happy to report that the upgrade was performed quickly and easily, and nobody noticed any degradation in performance. The following weekend, he simply rebooted the system remotely from his home office to complete the job.

"With the NETGEAR solution, when I'm home, I'm at the office", says John. "The software is powerful, flexible, user friendly, and feature rich. It's a great buy for a small business."

\*The 5-Year Hardware Warranty and the Lifetime Hardware Warranty only cover hardware, fans, and internal power supplies, and does not include external power supplies or software. Hardware modifications or customization void the warranty. The warranty is only valid for the original purchaser and cannot be transferred.

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