

## Wellness for your Backup – Data Swapping with Crossroads FileMigrator Agent (FMA)



WISAG Service Holding  
GmbH & Co. KG  
Frankfurt am Main, Germany

### Industry

Technical and Infrastructure  
Services

### Company IT Profile

22,600 Employees  
120 Branch offices  
Explosive growth in  
data volumes

### Benefits of FMA

- Reduces backup volume
- Cuts backup time
- Defers storage space expenditure until necessary

*"The best technology is the one the customer does not even notice."*

**~Michael Futterer, Head of IT at WISAG**

In this age of ubiquitous electronic communication and connectivity, vast amounts of redundant data are being created by companies and individuals who make minor changes to files, creating a newer version and immediately creating obsolete or unusable files. The volume of these multiple versions quickly becomes unmanageable and requires ever-increasing amounts of data storage. When Windows servers with fibre channel connections are used, the resultant waste of resources is soon reflected in your budget. A solution, which enables you to swap data out to a cheaper storage, not only reduces costs, but also saves time. Time that a backup would need to ensure that all the data is saved.

### *The IT Challenge*

As one of the leading service groups in the commercial property facility management sector, WISAG Service Holding GmbH & Co. KG restructured IT operations by centralizing all branch office and customers' data into a uniform IT infrastructure. The Microsoft Office applications and Citrix applications that were included contributed to a massive expansion of data volumes for the central servers and backup operations. The capacities of the storage system were quickly reaching their limits.

### *Purging the Servers*

The company had two alternatives - procurement of a new storage solution or swapping out/archiving of unused data. Via recommendation from its hardware supplier, Crossroads FileMigrator Agent (FMA) Europe GmbH was recommended to identify and migrate rarely used data from expensive disk storage to less expensive archive. Active storage space was freed up and backup volumes were significantly reduced. In addition, the user does not have to change over to a new system or search for new data. His files remain available even though they have been exported. When he accesses them, the FMA retrieves them quickly, so that he can continue to work normally with them.

### *Simple and Convincing*

FMA was chosen over competing products because of its simplicity, functionality and affordability. "The concept of Crossroads FMA was the key and FMA was an affordable investment", says Michael Futterer, Head of IT at WISAG. Over 70 percent of our Office data consist of files, which are processed only rarely or no longer processed at all." The files captured by FMA are swapped out to a hard drive for archiving and then, via further software, mirrored onto a tape drive for failover. They are therefore excluded from the backup. Futterer estimates that the reduction in the backup volume deferred WISAG expenditures for additional storage space an estimated two years. The integration of e-mail and SAP migration is also planned and these can be integrated easily through cooperation with other manufacturers.

### *Mission Installation*

With FMA, Crossroads provides a solution that can be installed easily and executes the time-controlled swapping out of old files in the background. "The user does not notice that FMA is running – just as if it was not there. That is a particularly compelling feature to our end users," Futterer is happy to say. "And when I look at our backup, it is being carried out far more quickly than before. The productive storage space is only used for data that is really current." Everything else is located in the more cost-efficient archive system. Already during the installation of the system, the necessary know-how was transferred to the IT

department. "Of course you have to become familiar with the system, so that you can correctly configure and exploit all the possibilities of this flexible system", comments Futterer. Nevertheless, if problems occur, you can always make use of the Crossroads maintenance agreement. In the meantime, WISAG has again reached the limits of its IT resources. "I cannot wait to see which solutions Crossroads has ready for us this time", says Futterer. The first talks have already been conducted.



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#### **ABOUT CROSSROADS**

Headquartered in Austin, Texas, Crossroads Systems delivers flexible solutions to 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 webservice of the Pink Sheets website. For more information, please visit [www.crossroads.com](http://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.