



**Computer Research, Inc.**  
Westminster, CO  
[www.crix.com](http://www.crix.com)

### Industry

- Finance

### IT Profile

- Multiple IBM AS/400 & iSeries
- Use of BRMS for backups of system data
- SCSI attached IBM physical tape drives

### Benefits

- Up to 40% reduction in backup window
- Instant ROI by moving to one tape system
- Ease of management
- No impact to existing applications and systems

## Computer Research, Inc. Streamlines Backup Systems & Reduces Backup Windows by 40% Using SPHiNX for Power Systems

*"We chose SPHiNX for Power Systems because it's the only universal hardware/software option to bring disparate systems together under one system to handle tape management. We have reduced our backup window by 40% and are now able to use one tape format. Our stored tape images now appear as files on a disk drive versus a tape system."*

*~Dennis Noto – Computer Research, Inc*

Founded in 1961, Computer Research, Inc. (CRI) provides securities processing services for regional brokerage and financial services firms across the United States, including securities for brokerage processing and long-term, SEC-required record keeping. Dennis Noto, Chief Information Officer at CRI, needed one system to be able to leverage disk speed to do backups versus relying on disparate tape systems and media formats.

Noto had researched other options, but said, "I was familiar with all the solutions at the time we chose SPHiNX." The last thing he wanted was another huge tape system to add to the mix. "I knew what other company's options were," said Noto. "They all had big tape systems with memory inside them to place secondary storage on tape—not anything I was looking for." CRI wanted to avoid the significant cost of a new physical tape investment that would not reduce the overall backup and restore time.

As a cost-effective solution, "SPHiNX was built around the ability to hook up to IBM AS/400 host systems," said Noto. SPHiNX combines traditional tape backup methodologies and inexpensive, reliable disk storage to create an optimized data management environment.

### *SPHiNX Stores CRI's Data on Disk as It Would on Tape—but Much Faster*

SPHiNX is a virtual tape appliance and software solution that delivers scalable, high performance virtual tape for disk-based backup and restore of IBM Power Systems servers. SPHiNX uses low-cost disk RAID arrays that emulate the properties of physical tape to create virtual tape drives and virtual tape cartridges that can be pooled together to create virtual tape libraries. "The instant savings you get with cutting down to one tape format in the data center instead of having many different tape formats is extremely helpful," said Noto. "Now, we're now able to get rid of old cartridges and move to high-density LTO tapes, so we can store several small backups onto one tape for more efficient storage capabilities."

### *Disaster Recovery Operations Easier and Process More Reliable*

If archive and disaster recovery operations require data be written to physical tape, SPHiNX efficiently writes virtual tape to physical media. With tape media eliminated from backup operations, processes are more reliable and SPHiNX removes the hassles of tape rotations. "We like the ability to send backups to our disaster recovery site for our warm disaster recovery capabilities for our service field," said Noto. "Once the data is on tape, it can go anywhere I want for disaster recovery or integrity purposes."

### *SPHiNX Tackled Growing Backup Windows to Keep CRI Up and Running*

The main value Noto found in SPHiNX is its ability to get backups done every night from their batch process. "It's very important to cut down our backup time so we can always get the systems up and running as quickly as possible," said Noto. Also, the ability to streamline the backup process using disk technology is exactly what Noto was looking for: "Now, we've streamlined the whole taping process by integrating RAID disk hardware to make it much faster." Additionally, CRI can now consolidate tape resources to gain an 'enterprise look' into information stored at the data center.

### *Management Easy via a Web-based Console*

CRI runs three environments in production and about 10 environments in testing, and Noto simply describes the SPHiNX management interface as easy to use. "One of the things we will be doing is streamlining our testing process because, using SPHiNX, we can keep system images of each environment and bring them back up at any time," said Noto. "In our test environments, we can look at any kind of securities or brokerage environment, whether it be end-of-week, end-of-month or end-of-year without going through a slow file recovery process."

### *CRI Says Crossroads Takes Care of Its Customers*

Today, Noto says the SPHiNX product is solid, and "one thing I like about Crossroads is that the company stays committed to its product." Confident that Crossroads was invested in fixing issues/answering questions, Noto said, "I always knew my sales representative was going to take care of the situation and get things done."

### *About Crossroads Systems*

Founded in 1996, Crossroads Systems, Inc. (CRDS.PK) has a history of recognizing market opportunities in Information Technology, designing solutions to address those needs, and delivering award-winning products and support that consistently exceed user expectations. Our legacy is built on a patented Router Messaging Interface (RMI) core that provides intelligent storage connectivity to more than 125,000 Storage Area Network (SAN) installations, establishing a proven track record of quality, reliability and performance. Now, RMI technology is driving a new generation of highly resilient data protection, proactive data security and intelligent storage connectivity solutions. We solve today's business challenges that include data security, risk management, business continuity and disaster recovery with solutions designed to protect data and ensure corporate governance and regulatory compliance. Crossroads Systems is building its future on a suite of flexible, state-of-the-art solutions to connect, protect, secure and restore business-critical data.



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#### **ABOUT CROSSROADS**

Crossroads Systems, Inc. (NASDAQ: CRDS), is a global provider of solutions and services that ensure stored data is proactively protected and reliably recovered. Crossroads offers organizations powerful data protection, proactive data security, intelligent storage connectivity, unmatched performance, and significant cost savings. Founded in 1996 and headquartered in Austin, Texas, Crossroads holds more than 100 patents granted and pending and has been honored with numerous industry awards for innovation in data protection and storage. Visit [www.crossroads.com](http://www.crossroads.com).

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