



## CUSTOMER SNAPSHOT

### Solution

Arkeia Network Backup Software

### Industry

Telecommunications

### Organization Profile

DSL.net, Inc. is a nationwide provider of broadband communications services to businesses. The company combines its own facilities, nationwide network infrastructure and Internet Service Provider (ISP) capabilities to provide high-speed Internet access, private network solutions, and value-added services directly to small-and-medium-sized businesses or larger enterprises looking to connect multiple locations. DSL.net product offerings include T-1, DS-3, and business-class DSL services, virtual private networks (VPNs), frame relay, Web hosting, DNS management, enhanced e-mail, online data backup and recovery services, firewalls, and nationwide dial-up services, as well as integrated voice and data offerings in select markets.

## DSL.net

### Developing an effective backup plan.

DSL.net has main offices in Herndon, VA and New Haven, CT. In addition to the main offices, DSL.net has network core sites located in New York, Washington, D.C., Chicago, and San Jose. The main offices include 30 to 50 servers running Windows, Solaris, and Linux operating systems backed by Dell PowerVault 152 LTO2 tape drives.

### Business Issues

- Implement backup and recovery solution across multiple DSL.net locations
- Employ single solution for multiplatform environment
- Reduce backup windows

### Solution

"Our goal was to find a leading-edge backup and recovery solution that could provide secure backup services as fast as possible," says Nicholas Brenckle, Facilities Manager at DSL.net. "We wanted a solution that was cross-platform, reliable, easy-to-use, and of course, affordable. "After visiting the Arkeia Software booth at a LinuxWorld Exposition, I felt that the data protection solutions offered by Arkeia exceeded all of our requirements."

### Business Results

- Doubled capacity and reduced backup window by 75%
- Provided single solution for all platforms
- Ensured state and federal data regulations

**"I would recommend Arkeia Software to anyone with requirements for fast backups. It is easy, painless, and pretty remarkable."**

**Nicholas Brenckle**  
Facilities Manager, DSL.net



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