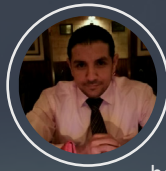# vinchin ⟫⟫

CUSTOMER STORY

"Vinchin supports us to deliver better IT services worry-free by providing us a highly compatible and powerful backup solution that's finely integrated with both our VMware and RHV platforms. The easy-to-use web console, efficient incremental backup and instant recovery features all show the imponderable advantages of Vinchin Backup & Recovery among all solutions. We can now meet data security and SLAs requirement of the industry with less time cost and effort, and we thank Vinchin for that."

**Mahdi Adnan Bahr al-Ulum,
IT Manager**

Earthlink Telecommunications

EARTHLINK

Earthlink WiFi

IT Services | RHV&VMware

Business Challenge

EarthLink Telecommunications is the largest Internet Service Provider in Iraq. The company was founded in 2005 to provide communication services to home users, enterprises, and government, backed hundreds of points of presence distributed over every city and town in Iraq. EarthLink is approaching its vision to be the one-stop shop for connectivity and IT services, including network/Internet connectivity, cloud computing, data center services, enterprise IT solutions and software development, and much more.

In order to suit the needs of future business growth and service development, Earthlink decided to migrate parts of business from VMware to Red Hat Virtualization to build a more scalable IT infrastructure. "The legacy backup solution we used for VMware is an agent-based one, not only the deployment process is rather difficult, it also discouraged us with its inefficient data backup and recovery process." Said Mr.Bahr al-Ulum.

As an IT service provider, data is a key component of success, and making sure these mission-critical data which has a link with customers to be well protected is a primary task for Earthlink to do. And there comes the problem. "We've been looking for a plain-to-use data protection solution with fast backup and recovery speed for some time. However, a powerful VMware backup solution is common in the market, but one that's also finely compatible with RHV environment is rare." Said Mr.Bahr al-Ulum.

Vinchin Solution

After a period of time experiencing and evaluating the free full-featured edition of Vinchin Backup & Recovery, Earthlink was given full confidence on resolving VM data protection issues, because all of their requirements were met by this all-in-one solution.

"The deployment of Vinchin Backup & Recovery is extremely easy. Since it runs backups totally on agentless mode regardless of what virtualization platform you use," said Mr.Bahr al-Ulum, "it succeeds to save a lot of time from the very beginning and provide optimal resource consumption."

With the unified web console designed by Vinchin, Earthlink now can simply monitor and control all VM backup and restore jobs in both VMware and RHV environment. "Incremental backups of both VMware and RHV VMs can be quickly started via few minutes of configuration. And by combining LAN-Free backup strategy with compression feature, high volumes of data can be transmitted to the backup storage efficiently. Compared with legacy backup solution we used before, the speed has been taken up by at least 4X times." Said Mr.Bahr al-Ulum.

Apart from high performance of scheduled backups, Vinchin Backup & Recovery also helps Earthlink to recover mission-critical VM near-instant in seconds. Simply by choosing a restore point of the target VM, instant restore will then process to reboot the VM immediately in the backup repository. "Vinchin Backup & Recovery improves our VM recovery process in an advanced way, giving us peace of mind knowing that we can always meet SLAs with less time cost and effort, no matter what emergency situation happens." Said Mr.Bahr al-Ulum.

⟫⟫⟫ Result

Vinchin Backup & Recovery provides Earthlink with improved incremental backup performance, instant VM restore and a unified web console to help them easily monitor and control heterogenous virtualization environment, optimizing overall IT operation process for the company. "Vinchin Backup & Recovery really works to provide us the kind of powerful data protection support we've been searching for. Under its reliable help, we can ensure that all mission-critical data is always highly recoverable and under its best condition." Said Mr.Bahr al-Ulum.