

# CUSTOMER STORY



“Vinchin Backup & Recovery helps us mitigate the backup and management process with its easy and complete console, the various features it provides also amaze me for its diversity and clearness, not alone the instant recovery and flexible backup. I’m glad I choose Vinchin. It really helps a lot.”

Sergey Gorelov,  
IT Manager  
KAMIN Soft

## Business Challenge

KAMIN Soft, a partner of Russia’s leading business software vendor 1C Company, is one of the reliable franchised manufacturers of 1C compatible programs in Russia founded in 1992. It has been creating and maintaining software based on 1C: Enterprise, 1C’s comprehensive business software suite over 30 years, with customer covers 3200+ companies. KAMIN provides advanced automatic process of business solutions for public and commercial organizations.

KAMIN develops 1C Fireplace series, 1C EPR, 1C Trade Management and more programs to meet diverse customer needs. KAMIN virtualized its IT system on XCP-ng to optimize programs management as its business grows. However, the legacy VM backup solution they used didn’t make the management of data protection any better, and over 3000 customers’ files and information are still too much to handle. Because the backup and recovery of each virtual machine require agent installation, which takes up quite a bit of time. “We do need a simpler solution for the huge amount of virtual machines workload,” says the IT manager at KAMIN, “and the backup process kills us when there are too many tasks to do. We concern that we may misconfigure one of the steps.” As their business booms, these deficiencies will become stumbling blocks in the way ahead. So KAKIM has been searching for a new solution that supports agentless backup and other more useful features for some time.

## Vinchin Solution

After applying for the free trial of Vinchin Backup & Recovery, the KAMIN IT director decided that’s what they were looking for and reach to Vinchin staff for a standard license. 20 minutes, was all they take to configure the software and start their backup process. “We did test on the functions we need and now we’re truly assured that they can help us fully protect our data.” says the IT manager.

The KAMIN IT staff developed a complete backup plan that suits the company most, starting from daily CBT-driven forever incremental backup based on an initial full backup, which greatly improves the speed of changed data block extraction. Other than that, the data transfer through SAN won’t consume any production network and makes the whole process LAN-free. “The best part is,” the staff referred, “It frees up network, so we don’t have to grabble resource with it when back up or restore.”

Besides scheduled VM backups, they also need defensive measures for the potential failure and mis-operation. That’s where Vinchin backup & recovery came in to help with more advanced restore feature. “The granular restore feature is more than perfect for us,” “because we can just select certain files but not the whole VM to recover when misoperation occurs, very convenient.”

One thing that also impressed them about the software is the data visualization interface with visual elements such as graphics and charts displaying user data. “It’s very obvious and assists us in data analyses and business problems diagnoses. We use the web console to manage our virtual machines so we don’t have to take effort to locate the specific one and check out on it. Then the digital interface helps the diagnose,” said the IT manager.

## >>>> Result

Vinchin Backup & Recovery helps KAMIN reduces administrative cost and safeguards company data under XCP-NG environment with a series of efficient and easy-to-use VM backup and restore features, including agentless full VM backup, LAN-Free data transport, granular recovery, and data visualization, which can all be reached in a unified web console. “Vinchin Backup & Recovery facilitates the whole process from management, backup to recovery. This makes work easier for us,” concluded the IT manager.

Question? Need support?

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