



Success Story

Spot Trading Implements NetApp SteelStore Cloud Integrated Storage to Optimize Data Backup



KEY HIGHLIGHTS

Industry
Finance

The Challenge

Time consuming data storage process and better utilization of the IT team.

The Solution

Deploy NetApp® SteelStore cloud integrated storage with Amazon Glacier cloud storage.

Benefits

- 40 hours/month reclaimed by IT team to focus on new strategies and systems
- Annual archival storage and cost reduced by 96%
- Two-year ROI for SteelStore appliance, including cloud storage costs
- \$500,000 potential cost avoidance
- Deduplication reduced dataset by 85%
- Restores in minutes instead of two to three days with tape
- Encryption data security requirements

Customer Profile

Spot Trading is a technology-focused proprietary trading firm built on applied technology, using the latest in innovation to solve problems in the financial markets. The company has grown from a team of five individuals in 1999 to over 120 professionals working in technology, equity research, quantitative, administrative, and trading roles.

The Challenge

Time-consuming data back-up process

Spot Trading's IT team maintains the physical and virtual infrastructure along with the firm's innovative trading software. The team also takes on strategic projects and focuses on improving efficiency and automation.

As Spot's business grew and regulatory requirements increased, the IT team was spending an increasing amount of time backing up systems and securely storing trading logs, e-mail, and other communications. Time spent dealing with the logistics of backup could be better spent on other pressing business problems. This was taking approximately one week of one person's time each month to manage, and it was something Andrew Girin, Spot Trading's IT technical team lead, wanted to change.

According to Girin, "There was a lot of work involved in managing tapes, and our team has other areas to focus our attention on." Not only was the basic tape management process time consuming, but also the restores could dominate one or two people for as long as three days.

The Solution

NetApp SteelStore cloud integrated storage and Amazon Glacier

Girin was aware that cloud data storage could be the answer to ending the company's time-consuming process and an inexpensive way to manage its off-site backups, but he had two concerns. First, the high volume of data Spot Trading needed to archive meant the monthly storage cost per gigabyte had to be low. Second, the archived data had to be secure while stored in the cloud.

Research led Girin to NetApp SteelStore cloud integrated storage, and as he researched cloud storage providers, he learned of Amazon's low-cost Glacier storage service. This solution addressed both of Girin's concerns.

The NetApp SteelStore and Amazon Glacier solution would hold down costs in two ways:

“It was a straightforward install. Nothing complicated. Once we connected to Amazon Glacier, we pointed Backup Exec to the SteelStore appliance, and it just worked.”

Andrew Girin
IT Technical Team Lead, Spot Trading

- Glacier’s fee is only \$0.01/gigabyte/month.
- The SteelStore appliance compresses and deduplicates data before sending it to the cloud, resulting in much less data stored.

Data security is provided by strong encryption in the SteelStore appliance, which encrypts data in flight and at rest with SSL v3 and 256-bit AES encryption.

“My concern was how to protect the data and make sure it’s not being accessed by someone else,” says Girin. “Because we are able to encrypt on the SteelStore appliance, if someone hacks AWS, our files are useless to them.”

Girin’s next step was to arrange for a SteelStore proof of concept. “We received the SteelStore appliance quickly and had a two-month proof of concept,” he recalls. “It was a straightforward install. Nothing complicated. Once we connected to Amazon Glacier, we pointed Backup Exec to the SteelStore appliance, and it just worked.”

Business Benefits

Reduced archival storage cost means more time for IT team to focus on new strategies

Eliminating the tape library and canceling Spot’s current tape management service has reduced backup costs by 96%. From this cost savings alone, the SteelStore cloud integrated appliance will pay for itself in about two years, according to Girin. Another potential cost that was avoided by moving archival data to the cloud was upgrading the company’s SAN infrastructure, which resulted in \$500,000 in savings.

Girin estimates that the cost for archival storage using the SteelStore and Amazon Glacier solution will run approximately 4% of the backup to tapes cost a year. The deduplication performed by the SteelStore cloud integrated appliance helps keep that cost low. It reduces the amount of data stored in the cloud by 85%.

Restores happen much more quickly now that the tape system has been eliminated. “If the file you need is in the

SteelStore cache, you just click it, and the restore is done,” says Girin. “That can happen in just minutes. If the file is in Glacier, it’s typically a four-hour wait after you request it. Overall, that restore takes four and a half to five hours. It’s a very streamlined, easy process, and you don’t have to call anyone.”

With restores going so quickly and no more time spent managing tapes, Spot Trading’s IT team is concentrating its efforts on strategies and systems that really affect the company. “The five days a month that a person was tied up with backup are now available for higher level projects,” says Girin.

SOLUTION COMPONENTS

NetApp SteelStore cloud integrated storage

Amazon Web Services (AWS) Glacier cloud storage

Symantec Backup Exec

Partner

Amazon Web Services
<http://aws.amazon.com>



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