



**REPLIFY™**

VIRTUALIZED APPLICATION ACCELERATION

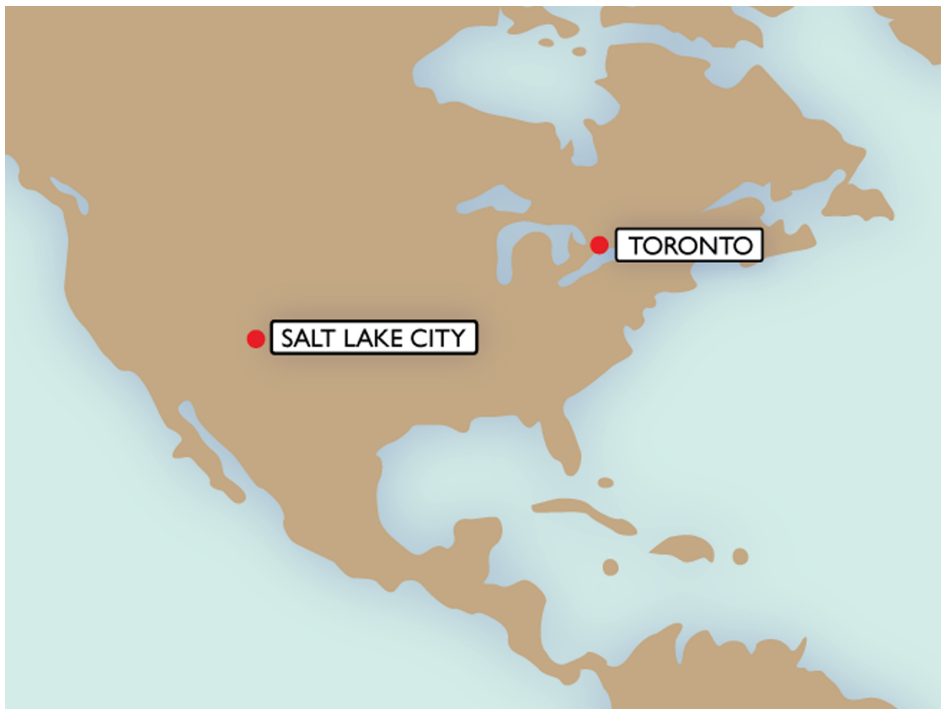
## Case Study: Alpha Pro Tech

### Alpha Pro Tech achieves massive benefits for Backup and Disaster Recovery with Replify's Reptor Accelerator

Reptor Accelerator delivers industry's best price:performance and ROI for backup and Disaster Recovery

### The Project

Alpha Pro Tech's requirement was to install a fully flexible solution for backup and DR between Toronto and Salt Lake City, resulting in bandwidth, cost and time savings.



### Operational Challenges

As an organization that recognizes the importance of backing up business critical data, Alpha Pro Tech required an easy to deploy DR solution to fit with both their budget and IT requirements. Prior to installing the Reptor Accelerator, the organization's DR run previously took in excess of 3 hours.

### The Company

# Alpha Pro Tech

Alpha Pro Tech develops and manufactures a line of high-value protective apparel, infection control and extended care products as well as a line of construction weatherization building products for the housing market. The company has four manufacturing plants throughout the US.

### Key Challenges

- » To implement a fast Backup and Disaster Recovery (DR) solution for the corporate network
- » To achieve optimum price:performance and Return on Investment
- » To apply a risk free, flexible deployment solution for the organization's network

### Solution

#### Reptor Accelerator Suite

100% software solution for Application Acceleration and WAN Optimization

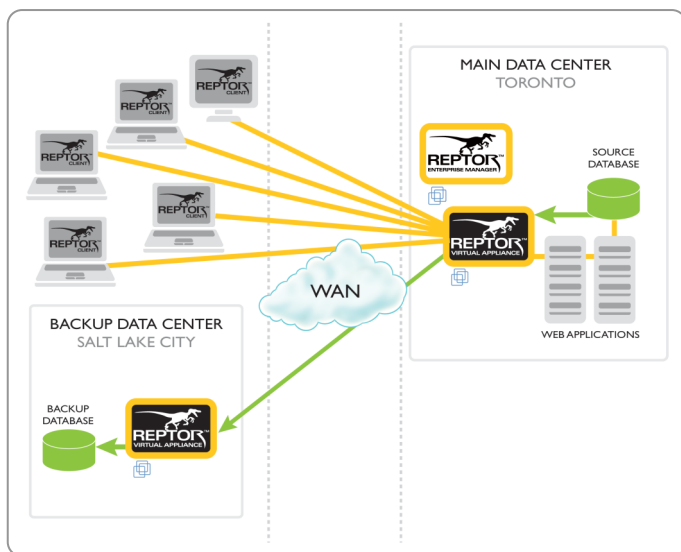


## The Solution

Alpha Pro Tech installed **the Reptor Accelerator Suite** for their backup and DR requirements.

The Reptor Accelerator Suite is an all software solution for Application Acceleration and WAN Optimization. Deployment of the software was achieved in minutes with immediate performance improvements, with no disruption to the corporate network and no physical network reconfiguration required. By investing in an all software approach, the organization can enjoy massively improved employee productivity.

From a price: performance perspective, the Reptor Suite outperforms products currently available on the market for backup and DR. Replify's virtualized software approach gives the industry's best price: performance and ROI, a key factor in today's economic climate. The market is in fact seeing a huge shift towards virtualization of DR solutions. The need for expensive hardware and associated costs are eliminated. A virtualized software approach means simple management, installation in minutes, and software based High Availability (HA) using existing infrastructure. Furthermore, Replify's pricing is fixed by license blocks according to the number of concurrent users in the system, rather than actual number of users.



Alpha Pro Tech noticed an immediate improvement in their backup and DR run with the Reptor's Cross-Protocol Data Reduction XDR technology. XDR technology is a bi-directional network caching software module which allows both ends of the WAN to 'learn' the data payload as it flows between the client and the accelerated servers. Subsequent sends and receives of identical or updated data between the clients and servers will be sent only as block references, with the cached content being retrieved before presentation to the client or server application. With XDR technology enabled, the performance of the product proved so exceptional that Alpha Pro Tech saw a massive reduction in the file transfer time.

What's more, as corporate circumstances change, there are no restrictions on the number of clients or virtual appliances in a network configuration and no extra costs are incurred for setting up new virtual appliances.

## The Result

According to Robert Dennis at Alpha Pro Tech :

**“We were blown away by the performance of the Reptor Accelerator suite and its ability to bring our DR run down from 3+ hours down to 126 seconds.”**

**“The Reptor software was the only solution that was a perfect fit for both our budget and features requirements, no other option even came close. The software approach to backup and DR offers a highly flexible solution which can very simply evolve with us, as our requirements change.”**



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