



Arkivio, Inc.

Headquarters:

Mountain View, California

Core business: Information Lifecycle Management solutions.

Objective

To help companies minimize costs per managed terabyte of storage by classifying and redistributing data and storage resources based on their relative value to the organization.

Solution

FAST InStream®

Benefits

- Gives clients better access to their corporate assets, permitting searches of files anywhere in the client's storage environment.
- IT is better enabled to conduct sophisticated searches for compliance and legal discovery.
- Avoids resource conflicts or provisioning additional processing power for indexing by allowing "indexing of data at rest" - after data has been stored or moved to other storage - when computing cycles are available.

There's data and there's data – meaning that not all data must be on the highest performance storage and not everything has to be backed up during a full backup. In fact, most files have already been backed up multiple times and up to 80 percent of corporate data is eligible to be moved off of costly primary storage, according to Arkivio, Inc., the leader in Information Lifecycle Management software solutions. But now the storage bar has been raised even higher as companies need to search for data on multiple tiers of storage and comply with new federal guidelines about appropriate governance of corporate data. Arkivio turned to FAST InStream® to bring superior solutions to its clients.

Content Indexing Gives Tiered Storage Even More Value

Background

Companies are finding it tougher and tougher to store their growing volumes of corporate data. "They can get the blue screen of death. All sorts of things can happen when you reach storage capacity limits," says Buzz Walker, Vice President of Marketing and Business Development for Arkivio Inc., which provides Information Lifecycle Management (ILM) solutions that minimize the cost per managed terabyte of storage while providing significant ROI. The conventional answer has been to buy more disk storage. But ARKIVIO® auto-stor is a software solution that enables IT users to organize and classify their data and storage resources based on their relative importance to the business in order to drive the appropriate data to an online archive. The solution also manages the archives, deleting selected data when retention periods have expired or automating movement to cheaper storage media as the data becomes less valuable to the organization.

Challenge

Even though the ARKIVIO solution already helps organizations use their storage assets more effectively – ability to buy and properly deploy lower cost disk hardware, for a start – it needed to answer other growing

concerns. To begin with, Arkivio's corporate clients have to be able to quickly locate files anywhere in their storage systems. "If the client has just created a file, they can pretty much find it without any special tools. But if it was stored a few years ago, the employee who created the file may not be there – or may not remember," says Buzz Walker. At the same time, corporations are facing strict new federal court mandates governing the ready disclosure of data. "Every court will recognize it if you're doing a good job of managing your data," explains Walker. Realizing that Arkivio's corporate clients would want sophisticated content indexing to help search their data across their tiers of storage, Arkivio began looking for a partner that could help.

Solution

Arkivio's executive team knew exactly what was needed to meet their clients' rapidly evolving needs. "Our top criterion was speed of execution," says Walker. It was crucial to have a solution that involved intelligent indexing. "Some companies try to index everything, which takes a huge amount of resources and too much time," notes Walker. The solution also had to be easy to implement and extremely reliable. And from a partnership standpoint, Arkivio's management

'If I'm the customer and I've got hundreds of thousands of files that may be critical to a project, which do I examine first? That's where FAST InStream comes in. With the FAST index we can search these files using content criteria, select the most important subset, and quickly review the information for business, regulatory or legal purposes.'

Buzz Walker

Vice President of Marketing and Business Development
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team placed great value on the fit – on whether the potential partner would be easy to work with, collaborating smoothly and approaching customers with the same high standards of service as Arkivio. The team's early industry conversations soon put FAST InStream on the short list. The reviews of technical, business, and market information then led quickly to FAST's selection.

Benefits and Results

Arkivio can now offer an advanced solution that gives clients cost effective access to their corporate assets while permitting searches of files on any tier in the client's storage environment. With FAST InStream embedded, the ARKIVIO auto-stor classification system and automated policy engine is able to proactively select appropriate data for indexing anywhere in the storage environment. While moving data to an archive repository, this combined software solution also permits the unique capability of "indexing at rest" - when computing cycles are available and not placing the indexing engine in the data movement path. Meanwhile, FAST's service levels – as important as the software itself, states Buzz Walker – are exactly what Arkivio wants in order to meet its clients' needs far into the future.

Why FAST?

Speed of Execution

FAST InStream allows the ARKIVIO auto-stor solution to index and search at high-speed across multiple tiers of storage. It also permits "indexing at rest," when computing cycles are available.

Ease of Implementation

FAST InStream can be deployed easily within the ARKIVIO auto-stor solution. Its open architecture standards, common platforms, and standard operating systems integrate readily with Arkivio's current and planned systems.

Stability

FAST InStream makes for a highly stable and available deployment, which permits nonstop operation regardless of load.

Competitive Advantage

FAST InStream gives Arkivio new opportunities to reach out to customers, giving the archival storage leader a clear edge over its rivals.