

# VAI

## Carbonite Server Backup reliably restores data in minutes across hybrid virtual and physical IT landscapes.



### Who is VAI?

Vormittag Associates, Inc. (VAI) is a leading independent mid-market ERP software developer renowned for its flexible solutions and ability to automate critical business functions for the distribution, manufacturing, retail, and service sectors. VAI's software solutions are backed by a wealth of experience and a reputation for excellence that many companies rely on. With specific ERP solutions for hard goods, food, and pharmaceutical companies, VAI has helped some of the most recognized companies address key industry requirements and deliver bottom-line results.

### Need for Effective Cross-Platform Backup Solution amid Increasing Security Concerns

Having served a loyal client base for over 40 years, VAI has seen a lot of change

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happening, especially in the last 20 years. John Muoio, Manager, Infrastructure Sales at VAI, explains: “Security, not just cybersecurity but also physical security, has really grown in importance. In recent years, we’ve seen our clients take an active interest in wanting to ensure that off-site copies of their data are kept secure. Add to this the increase in natural disasters such as hurricanes, which have the potential to compromise day-to-day operations and, with them, businesses’ livelihoods. And of course, threats such as ransomware, human error, or hardware failure continue to worry our clients. To give our customers a more secure environment, we established a private VAI cloud environment so that we could offer clients high availability along with a secure cloud backup of their data. VAI Cloud now offers a robust cloud backup solution across multiple data centers.”

VAI used multiple backup solutions for its many VMware and other virtualized systems. It wanted a solution that could back up both physical and virtual systems in their cloud and for their on-premises customers. As a long-standing OpenText™ partner, Carbonite™ Server Backup was the obvious choice for VAI. “We ‘followed’ Carbonite in a couple of acquisitions and were pleased when it landed at OpenText, as the entire Carbonite portfolio has evolved and improved since then,” says Muoio. “It is an all-in-one server



### At a Glance

#### Industry

Technology

#### Location

New York, United States (headquarters)

#### Challenge

Manage data backup and disaster recovery services for clients operating in hybrid IT environments, covering virtual and physical systems

#### Products and Services

[Carbonite Server Backup](#)  
[Carbonite Migrate](#)

#### Success Highlights

- Effective and seamless physical and virtual server backup
- Easy and secure data migration
- Peace of mind with SLA-compliant disaster recovery
- Full or partial data restore within minutes

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backup and recovery solution with support for over 200 operating systems, platforms, and applications, including physical and virtual systems.”

### **Carbonite Server Backup and Migrate for Full Peace of Mind**

Carbonite Server Backup offers a straightforward, reliable, and immutable server backup and recovery solution that securely preserves data confidentiality, integrity, and availability while minimizing downtime for day-to-day operations. VAI leverages Carbonite Server Backup software to back up the primary host virtual machines to a local vault, which replicates to a backup Data Center vault and then replicates a final copy to Carbonite’s Cloud.. This approach protects data from the most common forms of data loss, including ransomware, accidental deletions, hardware failures, and natural disasters.

Once VAI realized the benefits of using Carbonite, it started to co-market its ERP solutions with Carbonite Server Backup as their standard offering. VAI also decided to offer Carbonite’s backup solutions for clients’ desktop and on-premises servers such as Windows and non-VAI data.

Carbonite™ Migrate has also proven very helpful when clients move from off-cloud

environments to the VAI private cloud environment. The simplicity and repeatability of Migrate enables IT teams to switch platforms—including to, from, and between public clouds—without impacting system availability. A short-term license is used as a migration tool.

### **Easy and Secure Data Migration between Datacenters and Reliable Data Restore**

VAI particularly appreciated the flexibility of Carbonite Server Backup when multiple datacenter changes had to be made. VAI utilizes Carbonite Migrate to make the migration process easy and seamless for its customers, while maintaining data integrity: VAI’s data center team periodically receives client requests to restore data. This can be a partial restore of just a particular file, group of files, or file library, or it can be a full restore. Regardless of size, VAI’s data center team can restore data in minutes, thanks to Carbonite Server Backup.

“VAI enjoys a long-standing partnership with OpenText, who provide effective backup and security solutions for the type of mixed environments that we manage every day,” concludes Muoio. “For us, this is a true differentiator.”

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