



Happiness is Serious Business.™

## BACKUP AND RECOVERY

## The Continental Group, Inc. Case Study

### The Organization

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### The Challenge

Comprehensive distributed  
backup and recovery

### The SonicWALL Solution

- SonicWALL CDP 6080
- SonicWALL CDP 210
- SonicWALL E-Class NSA E5500
- SonicWALL Aventail® E-Class  
SRA EX7000 SSL VPN

### The Results

- Reliable backups
- Speedier recovery
- Regulatory compliance
- Customized to business needs

An industry pioneer since 1990, The Continental Group, Inc. (TCG) is the largest property management company in Florida, maintaining approximately 1,500 condominium and homeowner associations and more than 310,000 residential units. Headquartered in Hollywood, FL, TCG operates nine regional offices and 30 business locations throughout the state, with nearly 6,000 employees.

### The challenge: comprehensive distributed backup and recovery

Over the last two years, TCG has rebuilt its distributed hub-and-spoke network infrastructure from the ground up. Previously, TCG used a tape backup system, for which costly third-party services were often required to convert unreadable tapes to DVDs in order to recover data.

In selecting an effective backup and recovery solution, TCG consulted with its trusted technology service provider, ADS Technology.

"We recommended the SonicWALL® Continuous Data Protection (CDP) solution because the hardware and software are essentially all rolled together within one box," said David Suarez, director of business development at ADS Technology, a SonicWALL Gold Medallion Partner. "We have been there with Continental since the first day they fundamentally redesigned their entire IT infrastructure."

"We chose CDP because of its efficiency and speed of recovery, as well as its easy administration and reporting," claimed Jorge Lopez, director of IT at TCG.

Lopez evaluated a number of alternative solution providers, including Barracuda® and Symantec® Backup Exec™. After a comprehensive review, Lopez selected a solution using SonicWALL CDP 6080 and CDP 210 appliances.

### The solution: SonicWALL CDP 6080 and CDP 210

Lopez deployed four CDP 6080 appliances at TCG's data center in Miami. In addition, he deployed four CDP 210 appliances at corporate headquarters in Hollywood, FL as well as three regional offices in St. Petersburg, Orlando, and Jacksonville, in order to perform local and offsite backups to the data center.

The SonicWALL CDP 6080 is ideal for organizations such as TCG that demand higher performance and capacity. The CDP solution offers automatic disk-based backup and recovery for multiple workstations and server applications, capacity from 4.5-9 TB (at 2:1 compression), flexible disaster recovery options, RAID 5, and replaceable drives and power supplies. The low-touch CDP 6080 automatically enforces policy-driven, user-transparent backups of multiple versions of files and applications—including Microsoft® Exchange® and SQL databases. The CDP 6080 offers flexible disaster recovery options for local archiving, offsite data backup, site-to-site data backup, and bare metal recovery of entire systems onto original, virtual or new Windows® or Linux® devices.

The CDP 210 offers a complete end-to-end disk-based backup and recovery solution for small, distributed environments and remote or branch offices, which is ideal for multiple workstations and servers with a capacity of up to 2 TB (at standard 2:1 compression).



DYNAMIC SECURITY FOR THE GLOBAL NETWORK™

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– Jorge Lopez  
Director of IT  
The Continental Group

### SonicWALL Benefits

- Easy to deploy and manage
- Comprehensive and efficient
- Robust reporting
- Comprehensive product line
- Outstanding customer service



### The result: fast, reliable and compliant backup and recovery

TCG now applies SonicWALL Site-to-Site Backup to consolidate branch office backups to central site storage. CDP backs up all key business data and applications, including financial and property management software, Exchange, Oracle®, and SQL databases.

"It has been a night-and-day difference for us," Lopez explained. "With the old tape system, recovering 30 GB would typically take up to a day, but now, with CDP, it takes as little as 15 minutes."

Shortly after the CDP deployment, TCG's CFO required recovery of a key presentation file. Not only was Lopez immediately able to restore the file, but he was also able to provide the exact chronological version needed.

"Being able to provide recovery on demand is a big advantage over our old system," confirms Lopez.

Lopez has found the SonicWALL Bare Metal Recovery option to be particularly useful. During a server migration, a technician deleted an active directory container with detailed contact information for 100 district managers. With CDP and fast assistance from SonicWALL's support team, Lopez had the entire active directory fully restored in less than ten minutes.

"SonicWALL's customer service is excellent," said Lopez. "My greenest guy can call the 800 number and get walked through any issue."

With further assistance from SonicWALL support, Lopez has been able to configure CDP to meet specific TCG needs, such as enabling a single CDP 6080 appliance to backup entire Exchange data stores, as well as individual mailboxes. Lopez also hosts a CDP client on the company's legal counsel's computer, which enables the restoration of legal documents should the need arise.

Regulatory compliance with Sarbanes-Oxley mandates recovery on demand, as well as robust security for data both at rest and in-flight. To provide adequate security, Lopez has expanded TCG's security infrastructure by implementing the SonicWALL E-Class Network Security Appliance (NSA), NSA and TZ Series and the E-Class Secure Remote Access (SRA) EX7000 SSL VPN appliance.

"With SonicWALL firewalls, we can lock down the environment and only allow what is needed," reported Lopez. "Further, with the Aventail VPN portal, users can easily authenticate over the web to access applications and files from anywhere."

### The future: greater network optimization

Lopez prioritizes bandwidth allocation using a SonicWALL E-Class NSA E5500 appliance. By monitoring and evaluating traffic using SonicWALL ViewPoint, Lopez has been able to identify bottlenecks and prioritize bandwidth for critical applications such as videoconferencing over non-critical applications like YouTube. ViewPoint provides Lopez with reports on web usage, VPN usage, user bandwidth, appliance bandwidth, virus attacks and intrusion prevention, and e-mail traffic.

Lopez plans to optimize network control and performance even further by adding a SonicWALL E-Class NSA E7500 Next-Generation Firewall solution and applying the latest SonicWALL Application Intelligence and Control with Visualization technology. In addition, Lopez plans to extend TCG's network monitoring, reporting, and analysis capabilities with a SonicWALL E-Class Universal Management Appliance (UMA) EM5000 solution.

Lopez has confidence going forward with SonicWALL solutions.

"All of our SonicWALL solutions run smoothly, from network security to backup and recovery," states Lopez. "The reporting and automated alerts let me actually manage my network and get some sleep at night."

### SonicWALL's line-up of dynamic security solutions



NETWORK  
SECURITY



SECURE  
REMOTE ACCESS



WEB AND E-MAIL  
SECURITY



BACKUP  
AND RECOVERY



POLICY AND  
MANAGEMENT

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