

Radioframe Networks Teams with Mosaic for IT Infrastructure Support

Introduction

Headquartered in Redmond, Washington, USA, RadioFrame Networks, Inc. is the leading provider of complete radio access solutions for Tier 1 mobile operators and OEM partners throughout the world. RadioFrame has pioneered the development of Pico and Femtocell products that are network-friendly and easily deployed plug-and-play solutions at the lowest cost available.

RadioFrame Networks is creating a new generation of wireless hardware and software that delivers greater end user capability and productivity.

RadioFrame Networks solutions help telecommunications operators enhance coverage and capacity, including wireless LAN (WLAN) service for voice and data, like no other solution can – across networks, with consistent performance in spite of market changes. With this growth came an increase in corporate and customer data and their existing solutions became a challenge.

Partnering with Mosaic Technology

Like all companies RadioFrame needed to develop a strategy to ensure that all corporate and client data could be effectively managed in a high growth environment with limited IT resources.

RadioFrame partnered with Mosaic Technology to help determine a strategy. Mosaic brought an independent perspective to RadioFrame. Mosaic – with expertise in storage, backup, and disaster recovery – through a series of discovery sessions evaluated the RadioFrame environment, objectives, and resources.

Backup/Disaster Recovery Solution

One of the first areas Mosaic and RadioFrame addressed was back up and DR. RadioFrame was using conventional tape for their backups. Tape was becoming a challenge because their backup data was increasing – but their backup window time was decreasing, leaving RadioFrame with too much data to protect in a short amount of time. The time to recover data was also becoming unacceptable.

Tape backup has historically been the default choice for most companies for protecting enterprise data repositories, mainly due to tapes being the only cost-effective approach for protecting large amounts of data.



Company	RadioFrame Networks
Located	Redmond, WA
Industry	Wireless Communications
Concern	Rapid growth and limited IT resources
Solution	Partner with Mosaic Technology for on-going IT infrastructure support.

“RadioFrame Networks is a pre-IPO company on the fast track to substantial growth. Mosaic recommended Avamar’s Axion solution which gave us the flexibility and competitive advantage we were looking for in a product that will backup and restore our data with timeframes that were unmatched by any other vendor.”

Chris Smith – I.T. Manager,
RadioFrame Networks

Due to the nature of tape technology and the architecture of tape-based solutions, organizations have been living with a backup failure rate of greater than 20%.

RadioFrame was no exception.

A New Approach to Backup

Based on multiple technical and business input sessions an ideal solution was identified. Mosaic recommended Axion from Avamar – an innovative solution that offers more effective disaster recovery capabilities than traditional approaches. Avamar uses “at the source” data deduplication to provide offsite replication of backup data over existing network infrastructure. It retains backup data online for rapid recovery.

RadioFrame replaced their tape-based system with Avamar’s Axion solution. This solution does not rely on tape as the ultimate destination for backup data. Consequently, Axion provides dramatic improvements in areas of integrity, speed, and scale for backup operations. The technology uses client agents that eliminate all redundant data at the source; which:

- Reduces network traffic for backup by 99%,
- Reduces storage requirements by 90%
- Reduces total cost of ownership by 50%.

This alleviates tape media challenge that RadioFrame was facing, as Axion was able to reduce the backup data while increasing their backup window.

This approach ensures that backups are executed consistently and accurately. It eliminates the time and resources required to backup and track the tapes from those backups.

Because Axion is disk based, it simplifies the restore process. Instead of wading through multiple tapes to find a specific file, IT personnel now restore on-line using a browser—which means they can do so from anywhere via internet connectivity.

Results

RadioFrame saw dramatic improvement in their backup environment:

- Data backups reduced from 37 hours to 1.5 hours
- Data recovery reduced from 8 hours to minutes
- Before Axion, a lost file took over 36 hours to retrieve; with Axion it takes seconds and can be done by users, not necessarily IT staff
- Data de-duplication reduced data from >700 GB to <36 GB

RadioFrame also benefits from Axion in a number of more subtle ways: helping meet regulatory compliance with implementing improved internal controls; providing peace of mind to RadioFrame executives and network analysts; and helping with the growth in their corporate and customer data. All of these benefits help the company to strengthen its position as a formidable player in the wireless infrastructure industry.

RadioFrame and Mosaic Technology

The RadioFrame/Mosaic partnership has evolved and grown. RadioFrame has a trusted partner who provides on-going independent technology input.

Some areas where Mosaic adds value are:

- Reduces cost of IT purchases by leveraging strong vendor relationships
- Mosaic provides unique viewpoints pertaining to RadioFrame in the form of storage technologies, archival mechanisms and software design
- Mosaic arranges on-site technology comparisons of technologies for unbiased evaluations.

The Mosaic team works on the behalf of RadioFrame to get the appropriate technology at the best value.