



EIZO Medical Solutions Inc. provides IT equipment for system integrators in the medical environment in Japan. Data management is a critical task, as medical data is very sensitive.

rdx® QUIKSTATION®

Requirements

- **Worry free backup and recovery solution**
- **High reliability of hardware and automation process**
- **Easy to use and easy to integrate**
- **No administration effort**
- **Robust and reliable media**
- **Easy capacity upgrades**
- **Affordability and low TCO**

Solution

- **RDX QuikStation removable disk appliance**
- **LTO Autoloader emulation**
- **Multiple 2TB RDX media**
- **Veritas BackupExec backup software**

Data availability ranks first

Data loss would be a disaster for any hospital and medical center. Data such as surgical videos, xray images, CT scans, sonographic results, cardiac catheterizations, patient files and databases need to be protected and secured. Therefore, system integrators are looking for reliable and durable backup solutions for their customers.

A complete solution

Many system integrators offered tape autoloaders to their customer base as a backup target. However, tape proved to be too complicated and unreliable for this environment. In addition, some system integrators worried about the mechanical robustness of an autoloader. To solve these issues, EIZO Medical Solutions Inc. turned to RDX QuikStation as a tape replacement and the system integrators integrated RDX QuikStation into their backup solution package including software and hardware.

RDX technology

RDX is a rugged, reliable and removable storage system, which combines the benefits of tape's removability and long archival life and the benefits of disk's fast data access and high throughput. The media has a rugged design, it is reliable, fast, easy-to-use, and tough enough to cope in busy and harsh environments. This ensures data integrity. Drive and media are fully backward and forward compatible, which reduces operational costs. RDX offers many advantages over tape such as; easier handling, no cleaning, higher media usage, no compatibility issues and lower cost.



“Our system integrators and partners experienced some concerns using tape technology over a longer timeframe at their customer sites. So, some of them complained about mechanical issues. Others had problems with media debris and cleaning. But most customers stated high operational and purchase costs. With QuikStation 8, our system integrators and partners can offer a stable and reliable system for backup and archiving to their customers. Because of the rugged design, RDX cartridges need no special handling. In addition, they are a lot easier to use and provide lower operational cost and TCO. With QuikStation 8, our customers don't need to worry about data availability and data integrity anymore.”

Mr. Yo Kashima,
EIZO Medical Solutions Inc.



RDX media have a rugged design. They are drop protected and resist a fall from 1 meter to a concrete floor. This ensures secure transportation with courier services or shipping. Numerous qualification tests ensure high quality and longevity.

RDX QuikStation 8 removable disk appliance

RDX QuikStation 8 is an iSCSI network-attached removable disk appliance designed to provide a flexible platform for data protection and off-site disaster recovery for physical or virtual SMB and SME environments. The RDX QuikStation 8 provides eight integrated RDX drives. The removable disk appliance emulates different configurable storage types, offering users versatility and expanded compatibility. The RDX-based appliance can consist of a tape library or autoloader, virtual RDX drives, logical volumes, or a combination of tape and disk.

Easy integration due to high flexibility

Even though there was a new hardware component in the backup solution offering, no change in the backup concept was necessary by the system integrators at new customer sites due to the high flexibility of the QuikStation 8. Existing customer installations can easily be migrated from a tape autoloader to RDX QuikStation without major changes. The tape autoloader mode of the QuikStation 8 is totally transparent to existing backup and archiving applications. In addition, customers benefit from the backward and forward compatibility and can simply switch to higher capacities according to their needs.

The RDX QuikStation offers numerous operational modes such as disk, tape and hybrid modes in one system. With this high flexibility, QuikStation integrates in a broad field

of application. The iSCSI interface allows easy and fast deployment in every environment and offers autoloader and tape library functionality over the network.



Conclusion

With RDX QuikStation, EIZO Medical Solutions Inc. is able to provide a comprehensive backup and recovery solution to their partners and system integrators in the medical environment. The switch from a tape-based autoloader to the RDX QuikStation offers many advantages to the customer such as; easier media handling, no media wear and cleaning, longer lifetime, lower cost and no compatibility issues. The autoloader operational mode of the RDX QuikStation allows seamless integration into existing environments.



Sales and support for Overland-Tandberg products and solutions are available in over 90 countries. Contact us today at salesemea@overlandtandberg.com. Visit OverlandTandberg.com.