

“With SEP, we found a truly world-class solution that allows us to implement a desired backup strategy that was never before possible.”

Elbert Lagrew

Director of IT and Storage Management



## Katun Corporation

### Situation

Katun Corporation, the largest global provider of OEM parts for printers and photo copiers, had used CA ARCserve as their backup solution for several years. Corporate growth and new software developments, along with the conversion to Linux from NetWare, necessitated a new solution. Katun needed a workable solution to manage manufacturing sites around the world simply and efficiently. They needed a reliable, cost-effective solution to manage backups for these remote sites from a central location and the ability to retrieve and restore data either from the onsite location or from the main database.

#### CONT'D.

Elbert Lagrew, Director of IT and Storage Management for Katun Corp. stated, “We needed a state-of-the-art backup solution for our growing manufacturing and communications needs. After an extensive proof of concept phase, we determined that SEP was absolutely the best solution for us. It was adaptable to our business model and very easy to set up. We could manage sites around the world from a central console and we didn’t have to run a Microsoft server to use as a media repository for backed up data.”

#### CHALLENGE

Katun Corporation had recently upgraded all their NetWare servers in the field to Linux. They required a new backup solution that provided nightly incremental backups as well as weekly full backups for each of the factory locations around the world. After seeing information regarding SEP on an IT community website, they downloaded the software and began a proof of concept phase. “The product was intuitive and easy to use,” reported Lagrew. “We were able to complete our installation/testing and selection phase without contacting anyone at SEP. Being able to install and run complex software without help from the manufacturer has never happened before.”

“After our conversion from NetWare, we needed a world-class backup solution that didn’t break the bank,” emphasized Lagrew. “With SEP, we found a truly world-class solution that allows us to implement a desired backup strategy that was never before possible.”

SEP Software is the premier technology leader providing high performance backup and disaster recovery solutions for professional IT infrastructures of all sizes. SEP delivers seamless solutions with one central interface to easily manage backups for heterogeneous environments.

SEP's software ensures that data security for both virtual and physical environments can be easily and cost-effectively achieved. SEP is the ultimate expression of German engineering and attention to detail. Design and programming originate from SEP offices in Weyarn, near Munich, Germany, where overall performance and reliability are of the utmost concern.

## SOLUTION

"We were able to remotely install SEP at all of our facilities, including our manufacturing operations in Mexico City; Sao Paulo, Brazil; and Buenos Aires, Argentina. We've also installed the software in the Netherlands; Madrid, Spain; Milan, Italy; Neuss, Germany; and Paris, France," reported Lagrew. "The granularity of the software provides the capability to provide single mail or single file restores for our users anywhere in the world. New features give us phenomenal abilities to find and restore critical data in the shortest time possible."

"The cost compared to our previous solution, the ease of installation, the easy access to our remote manufacturing facilities and the reduced hardware requirements allow us economic savings in manpower, time and money. Our economies of scale are beyond comparison with other solutions we considered," added Lagrew.

## RESULTS

Today, Katun Corp. has SEP installed in ten countries around the world and maintains the corporation's entire critical data infrastructure from a single location. "I am so happy that we found SEP. It has been a joy to work with the new product and the economic value of the software cannot be overstated. It is both superior and less expensive than other better-known products," stated Lagrew emphatically.

## ABOUT KATUN CORP.

For the past three decades, Katun Corporation has been one of the world's leading providers of OEM-compatible imaging supplies, photoreceptors, and parts for copiers, printers, and other imaging equipment. From their humble beginnings in 1979, they pioneered and helped legitimize the imaging supplies aftermarket. Today, Katun serves 16,000 customers in 135 countries from our headquarters in Minneapolis and dozens of worldwide locations.

## ABOUT SEP

SEP Software has been delivering the widest range of backup and disaster recovery products for enterprise-level customers since 1996. With thousands of installations worldwide, SEP has developed the fastest and most reliable data backup solution available today. Its flagship product is ideal for businesses of all sizes and has proven its value to thousands of organizations across the globe. SEP has delivered unsurpassed performance to numerous industries including retail, education, health care and governments worldwide. Thousands of customers spanning six continents rely on SEP to attain their data protection strategies on a daily basis.