

# United Biochemicals protects laboratory data and e-mail with HP tape media

HP data cartridges run day after day without failure



“We switched exclusively to using HP tape media on the basis of HP’s quality and reliability. The nightly backup for each of our critical servers fits perfectly on one DAT 72 cartridge.”

Ali Shah, IT Manager, United Biochemicals.

## HP customer case study:

HP DAT 72  
Data Cartridges

Industry: Biotechnology

### Objective:

Obtain reliable media to back up critical Microsoft® Exchange and file-and-print servers.

### Approach:

Switch to exclusive use of HP DAT 72 Data Cartridges.

### IT improvements:

- Each nightly full backup fits on one HP DAT 72 cartridge.
- The company has experienced no tape-media-related failures in two years of use.
- Simple backup process requires only a few minutes each day to manage.
- Simple, trouble-free backup frees IT manager for more productive projects.

### Business benefits:

- Quick access to detailed product specifications and test data.
- Reliable tape media for accurate response to customer inquiries.
- Backup and recovery for mission-critical applications.

## Tracking 2,000 products

United Biochemicals supplies precision biochemical products to dozens of research laboratories all over the United States. Keeping accurate records is critical. United Biochemicals must have detailed product specifications on hand for all 2,000 products and test data for every batch of product. If a research lab calls and says they have a question or a problem with a product – a cell culture medium, for example – the company must be able to provide detailed data on its specifications, and on testing and certification done before shipment to the customer.

A primary IT function is keeping the data secure, backed up, and recoverable. “We and the customers rely on the data,” says United Biochemicals IT Manager Ali Shah. “We can’t function very well, and we probably can’t function at all, without the data.”

For Microsoft Exchange e-mail and file-and-print services, the company uses two servers running the Microsoft Windows 2003 operating system. For backup, the IT staff relies on HP DAT 72 tape media and Veritas Backup Exec backup software, along with stand-alone DAT tape drives.

United Biochemicals backs up data for their mission-critical applications, which include order tracking, product specifications, laboratory test data and certifications, and Microsoft Exchange e-mail. They perform nightly full backups of the two servers, Monday through Friday. Each nightly backup is about 80 GB of data, which fits on one DAT 72 tape cartridge. They also do end-of-the-month full backups and store the tapes in a fire-proof safe.

## Customer solution at a glance

Reliable HP tape media for critical data backups.

### Primary applications

- Backup primary servers.
- Disaster recovery.

### Primary hardware

- HP DAT 72 Data Cartridges.
- Intel-based servers.
- Stand-alone DAT tape drives.

### Primary software

- Microsoft Windows® 2003 operating system.
- Microsoft Exchange Server 2003 e-mail.
- Veritas Backup Exec backup software.

"This is a very convenient, simple, straightforward backup process," says Shah. The backups start each night automatically at 10 p.m., and are complete when Shah walks into the office in the morning. He pulls out the full tape from each of the two drives and replaces it with the next tape in the rotation, and that's it. He has completed backup for the day.

### HP reliability is the difference

United Biochemicals previously used Seagate media, but when Seagate changed ownership, they decided to switch to using HP tape media exclusively. They chose HP on the basis of reputation and Shah's positive past experience with HP tape media. "HP has been around a long time, they have been supplying tape media for a long time, and HP has a reputation for quality and reliability," says Shah.

---

*"HP data cartridges have lived up to our quality expectations. We use 20 HP tapes day to day, day after day, plus the end-of-the-month tapes. Over the years since we started using HP tapes, we have had zero failures related to tape media."*

Ali Shah, IT Manager, United Biochemicals.

---

Shah sees a solid future for tape technology. "Tape is a tried and tested backup method. Some other technologies may go away, but tape technology will be around for a long while. I recommend HP tape technology to colleagues. In previous positions I have recommended a switch away from other suppliers to HP."

### About United Biochemicals

United Biochemicals [www.unitedbiochemicals.com](http://www.unitedbiochemicals.com) manufactures and distributes biochemicals, reagents, and solutions for the biotechnology industry. The company was founded in 1996 and has its headquarters in Sanborn, New York. United Biochemicals has carved out a market niche as a producer of high-quality biological buffer salts and amino acid derivatives, and as a manufacturer of liquid sterile filtered cell culture media and reagents.

---

To learn more, visit [www.hp.com/go/storagemedia](http://www.hp.com/go/storagemedia)

© Copyright 2007 Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein. This customer's results depended upon its unique business and IT environment, the way it used HP products and services, and other factors. These results may not be typical; your results may vary. Microsoft is an HP supplier as well as an HP customer.

Microsoft and Windows are registered trademarks of Microsoft Corporation.

March 2007

