

## The Orr Felt Company Protects Its Data and Meets Regulatory Requirements with Tandberg Data's RDX® QuikStor™

The Orr Felt Company traces its production of quality woolen fabrics to 1848. The company introduced papermaking felts when the Orr family took over the company at the turn of the century. Today, Orr Felt's 300,000 square foot Piqua, Ohio facility houses its administration, sales, manufacturing and warehousing functions. Focusing on wet felts for paper manufacturers, Orr Felt combines the latest technology with the personal attention customers expect from a family-owned and operated business to produce the highest quality, reliable wet felts.

In today's business environment, accountability is a prime concern—whether it involves producing top-quality felts to meet customer expectations or protecting data to meet regulatory compliance. Orr Felt, like all companies, can ill afford a misstep in any audit, especially when it comes to regulations imposed by the Sarbanes-Oxley Act, HIPAA, and 21-CFR Part 11. To comply with these stiffened regulations, companies, regardless of technical expertise or size, are expected to ensure that electronic records and systems provide sufficient-levels of data protection and security to mitigate the potential risk of loss or fraud. Point of fact: It is critical for business continuity to have a rock-solid data back-up and recovery strategy.

The Orr Felt Company, an established industry leader in high-quality wet felts for paper manufacturers, employs top experts in the paper-making industry, but does not have a full-time IT staff. They depend on their IT consulting firm, Royal Computer & Electronic Services (RC), also of Piqua, to help deploy systems that are easy to use and maintain, yet provide maximum data protection to mesh with Orr Felt's business needs and regulatory requirements.

### Looking for Answers

The Orr Felt Company conducts daily backups of its critical databases, office documents, emails, and graphics. When the daily data amount was relatively modest, the time window for daily backups was manageable, but as capacity demands grew, so did the time it took to back up the data on their entry-level tape drive. With the incremental backup approaching 50GB, it was taking 3 to 4 hours to complete the backup routine on their entry-level tape back-up device—and they were running out of back-up capacity. The company turned to Royal Computer & Electronic Services for an improved solution.

Orr Felt required a solution that offered additional capacity as well as timely and reliable backups with quick access to files, whether the need for data restoration originated as a request from an audit or a call to restore a lost file. Without an IT specialist on staff, having sufficient back-up capacity and easy access to archived files was an essential need for Orr Felt. They are not alone; data storage capacity, restoring lost or missing files and meeting compliance requests are commonplace in virtually every business environment.

### SOLUTION OVERVIEW



Tandberg RDX® QuikStor™

BrightStor ARCserve



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**Dean Milhouse,**  
Senior IT Consultant & Owner  
Royal Computer & Electronics Services

RC evaluated a variety of products, including tapes and disk systems. They landed on a simple, yet robust solution. To meet Orr Felt's needs, RC recommended Tandberg Data's RDX QuikStor solution for maximum data protection, scalable capacity, faster backup routines, and easy restores.

The RDX QuikStor is a disk-based, removable storage system with portable cartridges that can be used to add storage space to any workstation, server, or network quickly and easily. The cartridges come in 80GB, 160GB, and 300GB. RDX removable disk cartridges are completely compatible with all RDX docking bays, allowing users to expand capacity simply by adding larger capacity or more disk cartridges in the future. Backward-and-forward compatibility allows users to scale easily, meaning that future higher capacity RDX cartridges will operate in current RDX systems. Moreover, the system was virtually plug-and-play and would perform dramatically faster backups.

"We thoroughly researched the available solutions and selected the RDX QuikStor. It's an ideal replacement for low-end tape drives and a perfect fit for Orr Felt because of its ease of installation, simple operation, speed, and scalability," said Dean Milhouse, senior IT consultant and owner of Royal Computer & Electronics Services. "It was a great fit for the environment at Orr Felt."

**Tandberg Data's RDX Answers the Bell**

Tandberg Data's RDX QuikStor was the best solution to meet Orr Felt's business requirements: Ease of use, trouble-free cartridge rotation, quick access to data to maintain compliance, and simple to scale for future growth.

Installation was fast and easy. With RDX, Orr Felt needed only to take the unit out of the box, install an internal PCI SATA card (a step not required by USB 2.0 or 1.1 port users), provide power, and the unit was up and running. And because RDX QuikStor is compatible with all major backup applications, such as BrightStor® ARCserve® in this case, it fits seamlessly into the established backup routines and was backing up data in less than five minutes.

"We've worked with Dean and Royal Computing and Electronics for years, and we place a great deal of trust in them to keep our technical environment at peak performance and in compliance with regulatory requirements. For us, RDX was an ideal solution—from both a budgetary and technical standpoint" said Ed Stephan, vice president of design and technology at Orr Felt Company. "We've had no issues since our

implementation. The unit performs exactly as intended. Our company now has the system it needs in terms of capacity, backup speed, and government regulations. Tandberg Data's RDX solution completely addressed our needs."

In fact, Orr Felt is now completing its daily backups more than 3 times faster than with the previous tape solution. Rather than taking several hours, the company's daily backup now takes less than 50 minutes with RDX.

"Protecting our business data is a mission critical task, and reducing the time and effort required to complete that task makes us more efficient," added Stephan. "With RDX QuikStor, we also know we can continue to scale capacity by adding additional cartridges. RC made a good call for us—RDX is easy-to-use, cost effective, and fast; it's an excellent match for our operation."

In today's business environment, good security practices dictate that data is protected, from theft, damage, or loss. The ever-growing amount of data along with compliance and regulatory requirements have ushered in a new era of data back-up and archival procedures designed to meet compliance standards and ensure business continuity. The RDX QuikStor is the most reliable entry-level backup solution available, providing customers a high level of confidence in its data protection strategy, regardless of their level of IT expertise.



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**Ed Stephan,**  
*VP of Design & Technology, Orr Felt Company*



**About Tandberg Data**

Tandberg Data is a leading global supplier of data protection solutions for small and medium-sized businesses. The company's wide range of cost-effective storage products and services provides customers with best-in-class tape, disk, removable disk and software solutions for backup, archiving and disaster recovery. An extensive service and support network supports all Tandberg Data products worldwide.

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