

FORTIFYING THE ROOST FOR 24X7 POULTRY DISTRIBUTION

Automated operations at Koch Foods run smoothly with reliable, efficient enterprise data protection



Food processing

United States

Business needs

There is no pause button at Koch Foods, a top U.S. poultry producer. The company's assembly lines, trucks and distribution centers run 24x7. With limited IT maintenance windows, Koch Foods has recognized that a solid enterprise data backup system is vital to continuous operations.

Solutions at a glance

- [Dell EMC Data Protection Software](#)
- [Dell EMC Data Domain](#)

Business results

- Achieves backup success rate of 98.4%— compared to 70% previously
- Completes restores without fail every time
- Backs up 200 VMs in 5–10 minutes versus 16 hours before
- Shrinks backup data from 8 petabytes to 79 terabytes
- Reduces weekly backup administration from 50–60 hours to 1 hour
- Estimates cost savings of thousands of dollars

“Since moving to Dell EMC, we’ve reduced our backup data from 8 petabytes to 79 terabytes. That’s a fantastic compression ratio of 103 times. We estimate we’ve saved thousands of dollars on storage, power consumption and maintenance.”

Jason Kinnear
Infrastructure Engineer, Koch Foods

It was the final straw. A data center outage at Koch Foods exposed the risks of an unreliable backup solution when it took 36 hours to restore automated operations and cost the company tens of million dollars. During the outage, employees hand-wrote bills of lading and manually counted items. Losses mounted as idle trucks with onboard refrigerated units wasted fuel, and the company missed shipment deadlines.

After the outage, IT evaluated alternative backup solutions and replaced its previous NetApp SnapManager and Veritas Backup Exec environment with Dell EMC Data Protection Software and Dell EMC Data Domain.

Today, Koch Foods uses Dell EMC Data Protection Software to back up data to Dell EMC Data Domain backup storage appliances at four data centers across the U.S. Backups are also replicated to Data Domain systems at a fifth data center.

The environment protected by the Dell EMC enterprise backup and recovery solution includes Microsoft Exchange, Microsoft SQL Server, Citrix Xen App, file servers and other applications. The infrastructure is 99 percent virtualized with VMware vSphere and VMware ESX and includes 200 virtual machines (VMs).

Backups and restores complete with ease

Previously, backups often did not complete successfully and even could cause disks to crash. Since moving to Dell EMC Protection, the backup success rate increased from 70 percent to 98.4 percent. IT now restores applications, images, VMs, files and databases without fail every time.

Jason Kinnear, infrastructure engineer, Koch Foods, says, “Our backup window used to run 20 hours daily, and that’s just the stuff that didn’t fail. Exchange backups took 24 hours plus. With Dell EMC, we back up Exchange in 10 hours and all 200 VMs in 5 to 10 minutes compared to 16 hours before.”

Infrastructure availability also has improved, reports Kinnear. “There hasn’t been any disruptive downtime since moving to Dell EMC. Before, critical outages occurred at least monthly. I couldn’t leave town on weekends.”

Reduced storage, less maintenance time lower costs

With its industry-leading deduplication, Dell EMC’s Data Protection solution has drastically lowered the amount of data being backed up and helped reduce costs and improve infrastructure performance.

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In addition, Kinnear reduced his weekly backup administration time from 50–60 hours to one hour. “I used to spend all my time creating and babysitting backup jobs and applying Band-Aids,” he explains. “And I was still getting emergency calls when I wasn’t at work. I now have time for cool, meaningful projects. Sleeping through the night and taking back my weekends have made life so much better.”



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