



Mailtrust, formerly Webmail.us, is the fastest growing business email specialist in America, according to Inc. Magazine. The company focuses exclusively on providing business-class email hosting to small, medium, and geographically dispersed companies. Mailtrust currently hosts more than 800,000 email accounts for more than 100,000 businesses worldwide, with up to 10 gigabytes of storage per email account.

In 2006, the company's growth was ranging from 5-10% per month and they were quickly outgrowing its data backup processes. Specifically, they recognized major problems with their legacy tape backup system. The old tape backups system used file system differentials and frequently backed up the same email many times, wasting disk I/O on the mail system and wasting storage space on the tapes.

Mailtrust also had limitations in how many servers they could backup in parallel. Hundreds of servers meant slow backup cycles that would run during peak house and slow down the system. Also, restoring the data was a manual, time-consuming process.

In late 2006, the company turned to Amazon Simple Storage Service (Amazon S3) for a faster, more cost-efficient online storage solution. Using Amazon S3, in conjunction with Amazon Elastic Compute Cloud (Amazon EC2) and Amazon Simple Queue Service (Amazon SQS), Mailtrust was able to solve their backup problems and cut costs significantly. "Amazon S3 Storage has helped us lower costs, improve performance of our email hosting system, and enhance the reliability of our email data backups, and has allowed us to deploy resources in more strategic ways," said Patrick Matthews, president of Mailtrust.

Amazon S3 provided a low-cost storage solution that scaled with Mailtrust's growing business. "We needed to backup a ton of data and that data was growing very quickly," said Bill Boebel, CTO.

With Amazon S3, Mailtrust now has a fully scalable, high performance backup system. They customized their backup client to eliminate duplication, they backup all servers in parallel, and they run backups at night to avoid slow email performance. And with the power of Amazon's API, they built a web-based tool that enabled customers to browse their backups and perform their own data restores for free.

Using Amazon S3's HTTP interface, which is compatible with all languages and all operating systems, there are no problems with interoperability and integration. Security and reliability are also taken care of as the email data is automatically encrypted and replicated across Amazon's multiple data centers.

At the time of the switch, Mailtrust's hosted tape backup solution cost between \$8-10K a month and would have increased to over \$100K a month at today's data volume. Using Amazon S3 for almost a year, Mailtrust estimates saving over \$187,000 and projects their savings for year two at \$545,000 and savings for year three at \$1.3 Million. This would save the company \$2 Million in three years.

Mailtrust, a division of Rackspace, provides more than 100,000 small, medium, and geographically dispersed companies with business-class email hosting. The company manages and maintains the email service and hosting infrastructure, freeing up IT resources and eliminating the need for customers to purchase email-related hardware, software, and security services. The company's mission critical email systems are housed in Rackspace's carrier-grade datacenters. Founded in 1999, and acquired by Rackspace in 2007, Mailtrust is headquartered in Blacksburg, Virginia.