

CASE STUDY

Cost-Effective Contemporary Backup

Revamping Backup Infrastructure for a Global Manufacturer with In Balance IT



Executive Summary

A Fortune 500 healthcare manufacturer recognized the inefficiency, high costs, complex administration, and slow restoration times of their existing backup solution. In Balance IT played a pivotal role in identifying a modern, integrated backup solution and assisting with its global deployment.

Introduction

Based in the Midwest, the manufacturer faced the challenge of backing up a vast network of 165 locations while also replicating the backed-up data to secondary locations. Like many organizations, they struggled with expansion-related issues and the expenses associated with non-scalable and outdated deduplication devices.

Challenge

The company had been relying on traditional legacy infrastructure for backup software for several years. However, the escalating costs of these outdated technologies, particularly after the initial three-year support agreement, became unmanageable. Additionally, the software lacked contemporary security features required in today's world. Managing two distinct backup software solutions also demanded significant technical expertise and time.

Summary

Company

Fortune 500 Healthcare Manufacturer

Type

Healthcare

Challenge

The company faced the challenge of backing up a vast network of 165 locations while also replicating the backed-up data to secondary locations.

Solution

In Balance IT conducted a comprehensive technical assessment of the client's data protection strategy and collaborated closely to construct a decision matrix and classify workloads into four distinct data classification levels.

Results

In Balance IT Solutions successfully provided critical support, ensuring a cost-effective and contemporary backup infrastructure for the global manufacturer.

Alternatives and Decision Criteria

Several alternatives were considered:

- 1 Option 1:** Retain the existing setup, despite its drawbacks. Factors influencing this decision included the fate of the old backup data, the need for staff retraining, the simplicity of maintaining the status quo, and potential return on investment.
- 2 Option 2:** Explore low-cost alternatives. However, many legacy solutions presented similar complexities to what was being replaced, and simpler solutions lacked the broad support required by the business.
- 3 Option 3:** Explore alternatives for both hardware and software components of the backup system. This involved selecting cost-effective software that is easy to deploy, manage, and offers comprehensive support for various workloads. Additionally, it required evaluating hardware options that provide essential capabilities like deduplication and replication. It was important to determine if dedicated hardware was necessary or if the software could fulfill these functionalities. Lower-cost options without features like deduplication or replication were also considered, as well as complete solutions offering the required functionalities at a reasonable cost.

Solution

In Balance IT conducted a comprehensive technical assessment of the client's data protection strategy and collaborated closely to construct a decision matrix and classify workloads into four distinct data classification levels. Over a dozen software publishers were engaged, and three proof-of-concept deployments were carried out to evaluate potential solutions. Based on the findings, In Balance IT Solutions recommended Cohesity, which was ultimately adopted by the client.

Cohesity Helios, a comprehensive data management platform, provided an end-to-end protection solution for virtual and physical workloads, databases, applications, and storage through a unified web-scale solution. Cohesity offered an integrated hardware and software solution with support for all required backup workloads.



Results

In Balance IT Solutions played a crucial role in supporting the client's challenging technology decision. The client is currently in the third phase of a four-phase global deployment of Cohesity. In the first year of using Cohesity, the client had only six support calls, all of which were satisfactorily resolved. They are already experiencing the promised cost and time-saving benefits of the solution and eagerly anticipate the project's completion in 2024. In Balance IT Solutions successfully provided critical support, ensuring a cost-effective and contemporary backup infrastructure for the global manufacturer.

