

Case Study: Large Enterprise Health Care Company

Challenges

- Experienced the following challenges prior to purchasing Actifio:
 - Missed backup windows
 - Had slow data recovery
 - Could not easily test backup/disaster recovery
 - Delayed dev/test environment provisioning
 - Had expensive primary storage capacity used for copy data
 - Had expensive licence maintenance streams
 - Found the primary array-based storage replication to be too expensive
 - Experienced copy data growing faster than their IT budget
 - Had a Copy Data Ratio of 150–350 before Actifio.
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Use Case

- Needed this much time to perform the following tasks before Actifio:
 - Backup: days
 - Recovery: days
 - Dev/test copy provisioning: days
 - DR testing: 12-24 hours
 - Uses Actifio to manage the following applications/environments:
 - VMware
 - Microsoft Exchange
 - Microsoft Sharepoint
 - Microsoft SQL
 - Dev/Test
 - File Systems
 - Healthcare applications (i.e. Epic, McKesson, GE etc.)
 - Citrix
 - Windows
 - Linux
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Results

- The following factors differentiate Actifio from the competition:
 - Instant backup
 - Instant restore
 - Efficient data movement (i.e. Dedupe Async)
 - Ease of Use
 - Efficient data capture
 - Service and support
 - Rapid backup tests and recovery plans
 - Backup capabilities to both physical and virtual environments
 - Ability to shrink the enterprise storage footprint
 - Needs this much time to perform the following tasks with Actifio:
 - Backup: minutes
 - Recovery: minutes
 - Dev/test copy provisioning: minutes
 - DR testing: minutes
 - Saved 70-80% in total cost of ownership (TCO) with Actifio.
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Testimonials

“Big impact – we were able to setup and configure the system and within a few hours we had tested backups successfully. We expect to save tens of thousands of dollars in primary storage and backup licensing expenses over the next few years with Actifio.”

Source:  TechValidate Survey of a Large Enterprise Health Care Company