



# SPAL USA

## Digitizing Backup with Azure

### The Company

Founded in 1959 in Italy, SPAL has been designing, producing and marketing high-performance axial fans and centrifugal blowers for over 30 years. They have sales and distribution locations in seven countries along with sales offices in three others.

### The Challenge

Data is the essence of most organizations, including SPAL. Ensuring their critical data assets are backed up and retrievable is of utmost importance.

As their existing hardware-based backup solution neared the point of an upgrade/refresh, SPAL decided to look for a more flexible, cost-effective and secure method to ensure backups are created and viable.

“The practice of maintaining and updating our hardware-based backup solution became extremely cost-prohibitive. We needed to evaluate alternative solutions, including cloud-based, to replace this particular capital expenditure with a fixed, predictable monthly operational cost solution,” said Steve Fontanini, IT Director at SPAL.

SPAL had already been working with OneNeck® IT Solutions for over 15 years for different types of IT support. When SPAL realized it was time to reevaluate their backup options, partnering with OneNeck was a no brainer.

### The OneNeck® IT Solutions Answer

The OneNeck solution consisted of a cloud-based backup and recovery service powered by Azure backup and a local repository for their diverse workloads. As a Microsoft Cloud Solution Provider, OneNeck was well positioned to help SPAL architect, deploy and test their backup solution on Azure.



## SPAL Summary

Organization	SPAL USA
Industry	Manufacturing
Business Challenges	Replace costly hardware-based backup solution

## The Benefits

By partnering with OneNeck and leveraging Azure backup, SPAL was able to take advantage of the following benefits:

- A flexible and scalable backup solution that will meet their needs today and in the future.
- Reduced IT spend, as they no longer had to invest capital in refreshing their backup infrastructure.
- Long-term data retention and easy data restoration.

“Compared with our previous backup solution, our Azure backup solution costs significantly less to run, and we don’t need to provision extra storage to meet future requirements,” Fontanini said. “That ultimately means we’ll be able to expand our business and provide our customers with better service.”

## About OneNeck IT Solutions

OneNeck IT Solutions provides world-class, hybrid IT solutions for thousands of businesses around the globe. From cloud and hosting solutions to managed services, ERP application management, professional services, IT hardware and top-tier data centers in Arizona, Colorado, Iowa, Minnesota, Oregon and Wisconsin, OneNeck has the expertise to help customers navigate the cloud to get the right application on the right cloud at the right time.

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