NYC-Based Financial Firm Finds the Fastest Path to Cost Effective Backup Cloud Consumption on AWS with Rubrik and CDI Managed Services

"We chose CDI because our needs had outgrown the capabilities and capacity of our other vendors. We were looking for an IT solutions provider that is more mature and meets our business needs and size at this moment to partner with us and help us grow."

Fayez Ali
Head of Technology Infrastructure

THE RESULTS:

- $3 million in savings
- 75% less time spent on operations
- 4:1 backup data reduction

THE CHALLENGE:

- No cloud strategy
- Escalating software renewal costs
- Managing multiple vendors

THE RUBRIK AND CDI SOLUTION:

- Data archive and search in AWS
- Deduped/compressed data to AWS
- Minimize egress charges
- Integrate automation tools
- Managed CDI Public Cloud Services

RECOVERY AND MANAGEMENT CHALLENGES WITH THE LEGACY BACKUP APPROACH

Financial companies face unique regulatory challenges when migrating to the cloud.

This 1,000-user financial company was tasked by its business units with evaluating and implementing a cloud strategy from its existing data protection program. The company was overspending on legacy technology that was not enabling it to align IT to overall business objectives of cost efficient business growth.

Costs included the replacement of existing hardware, a large data center footprint, increased administration and operational costs to maintain multiple data protection platforms, as well as the challenges and finger pointing that come with balancing multiple vendors.

Fayez Ali, the company's head of technology infrastructure, began evaluating solutions a few months before he would have to sign a multi-million dollar renewal agreement for support on legacy hardware. This proactive approach enabled the client to make a strategic decision as opposed to a reactive decision.

AMAZON WEB SERVICES ADOPTION WITH CDI AND RUBRIK

The customer evaluated multiple solutions and ultimately chose Computer Design & Integration LLC (CDI) managed services and Rubrik technology to provide the fastest path to cost effective cloud consumption on Amazon Web Services (AWS). CDI's orchestration of an all-flash platform with Rubrik's cloud data management delivered next generation cloud integration, simplicity and performance. By deploying two Rubrik r348s with Rubrik CloudOut SW for data archive and search in AWS, the customer was now able to send deduped and compressed data to the cloud, avoid a forklift upgrade, perform single file extraction from the cloud to minimize egress charges and integrate REST API and automation tools. "Rubrik is easy to use, easy to administer and makes it easy to move workloads into the cloud allowing us to leverage Amazon to encrypt data and shrink the data center space," says Ali.

DATA MANAGEMENT TO DELIVER BUSINESS AGILITY WITH LIGHTNING FAST RESULTS

The new hybrid cloud strategy designed, deployed and run by CDI with Rubrik technology allows for massive data center savings while allowing the client to accommodate new/existing application growth, avoid planned and unplanned data center expansion costs and free up IT resources to focus on higher operational and strategic projects.

"I'm not in the business of making electricity, I'm in the business of buying electricity, so similarly when it comes to down to the infrastructure and the workloads of the infrastructure I want to only keep core and proprietary services internal. Everything else we're going to outsource," explains Ali. "The initial investment pays for itself almost immediately from less administration, less staff - it gets easier and easier."

Savings include:

- $3 million in savings over 48-month period
- 75% less time spent on backup operations
- 10x reduction in rackspace
- Simplified management and 70 percent reduction of complexity
- 4:1 data reduction
- Cash flow positive in every year
- Customer began seeing results within an hour and a half of implementation

"From what I have seen so far, based on the contract, set-up and delivery, from A to Z everything has exceeded the expectations."

Fayez Ali
Head of Technology Infrastructure