



## DELIVERING HIGH PERFORMANCE & SCALABLE BACKUP SOLUTIONS FOR ONE OF THE FASTEST GROWING MANUFACTURING HOUSES IN INDIA ALONG WITH DEPLOYMENT SERVICES

### Introduction

How Redington/DELL simplified the backup solution for the manufacturing company and getting a better of the competition with DELL Avamar M600-2TB & DataDomain DD6300-2TB.

### About Client

Customer is an internationally operating German company in the construction/manufacturing industry. The company's core business is the development and production of machinery for road construction and maintenance. Customer employs around 8,500 people around the world and its annual turnover is around 3 billion dollars.

### Business Challenges

The customer environment was hybrid with physical/end-points/VMware.

Customer needed a unified solution for their endpoints and physical/virtual environment which no other competition was providing.

Customer endpoints backups were a major issue as they had roaming profiles.

Customer did not have any backup policy for their VMware environment.

For physical servers customer were taking a native flat file level backup which had substandard performance.

### Benefits to the customer

- Single solution for all workloads: - Physical/End-points/Virtual machines.
- A single unified management console for policy configuration and ease of management.
- Best in class deduplication achieved for all workloads.
- Overcoming the challenges of endpoint backup.
- Hassle free deployment by certified Redington implementation team.

### Redington's Solution Offering

- Dell Industry leading solution of Avamar and DataDomain. A single integrated solution for backing up their entire workloads let it be physical/virtual endpoints.
- Endpoints backups were successfully done with no glitches with 90% deduplication.
- No separate Flat file level backup for servers as it was also incorporate in the solution with application-level backup.
- Consolidated solution for their VMware environment as well.
- Avamar M600-2TB for metadata and DD6300-24TB for data storage.
- 80-85% deduplication achieved for the workloads with block level variable length technology.
- The deployment of the same was successfully done by the Redington Team at the customer place and was completed in a weeks' time with customer appreciation along with knowledge transfer.

### Result

Won the case with Technology and competitive advantage with the Dell Specialist DPS Team /Redington presales Team.

### Conclusion

Client is still using the solution with renewals and also evaluating new option of DP4400 for their DR.