

# Modernize Data Protection

Solutions incorporating the cloud, replication, virtualization, and analytics

CUSTOMER SOLUTION OVERVIEW: MULTINATIONAL AEROSPACE AND TRANSPORTATION COMPANY

## Cloud Proof

### THE CHALLENGE

Aging infrastructure was negatively impacting the performance of the backup environment of this multinational company. The legacy tape system was creating performance issues and the IT staff were taxed to keep up with multiple backup solutions, long archive requirements, a growing data foot print, and strict regulatory compliance. The company required a hybrid design that would support on-premises backup for the data center and remote locations. They additionally required the option for both private and public cloud based backup for a portion of their locations.

### THE RESULTS

- CapEx reduction of 50% and OpEx of 30%
- Enterprise data protection workloads delivered in the IBM Cloud
- Elimination of tape
- Eliminated EMC software (Networker) and hardware (Data Domain)
- Single management interface
- Automation speeds deployment and drives efficiency
- Analytics delivers better performance and customer insights

## Flexible Deployment Options

Flexible, pay-as-you-grow deployment options allow Compass™ to serve your data protection needs today and tomorrow. Compass supports the top cloud providers (Amazon Web Services, Alibaba, Google Cloud, IBM Cloud, and Microsoft Azure) for the backup source or target. Customers can backup cloud data to an on-premises data center or to another cloud provider, or on-premises data to the cloud. The second copy of data can be replicated from on-premises to the cloud, from the cloud to on-premises, or across data centers or cloud environments. Robust APIs and integration services leverage existing management layers, while analytic insights provide proactive problem resolution and metrics for data-driven decisions.



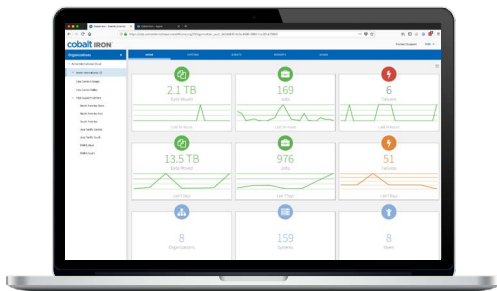
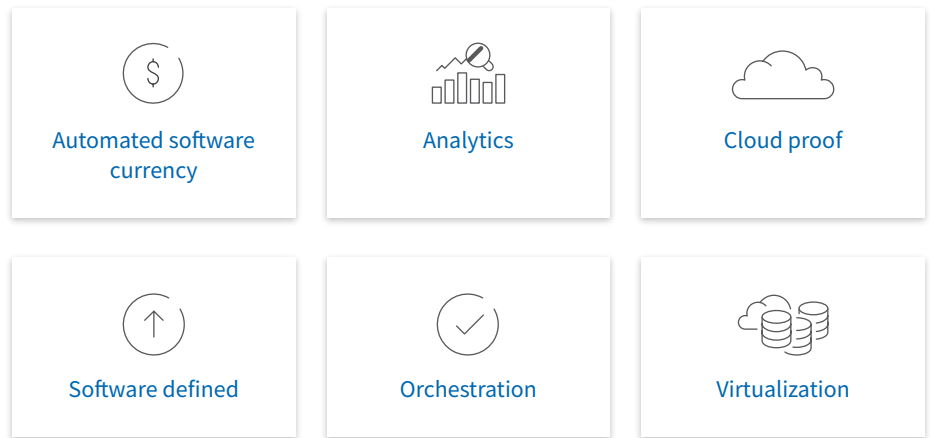
SMART.  
SECURE.  
AUTOMATED.

*“We now have current features and functionality that we were not able to deploy before. With Compass we can stop managing issues and turn our focus to exploring new features and capabilities.”*

— Systems Engineer  
Public Utility

**DOES IT SEEM TOO PAINFUL** to go through the process of untangling the twisted cables of legacy backup solutions? The time required to migrate data, the cost of new hardware, and learning curves for new software are all barriers on the journey to modern data protection. New technologies such as cloud, automation, and analytics have upped the ante for investing in a new data protection solution. A solution architected to exploit cloud, replication, virtualization, and analytics is quickly becoming the baseline for modern data protection.

Some of the top modernization benefits companies want to achieve include:



## About Compass

Born in the cloud, the Compass architecture is designed to take full advantage of progressive technologies such as analytics, SaaS, multi-cloud, and virtualization. In concert, these elements deliver the most powerful and disruptive data protection solution in the market today.

**ANALYTICS:** Enabling automation, predictive fault avoidance, and prescriptive process improvement

**SaaS:** Delivering 100% software currency for data protection across the enterprise on a pay-as-you-grow model

**CLOUD:** Supporting public, hybrid, and private cloud deployments

**VIRTUALIZATION:** Delivering optimized server, storage, and network utilization