

# Eliminate Cost Overruns

Automation, analytics and modernization are key to saving money

CUSTOMER SOLUTION OVERVIEW: CANADIAN COMMUNITY BANK

## CapEx and OpEx Reductions

### THE CHALLENGE

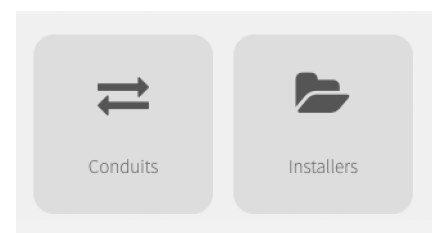
The desired solution needed to include Backup-as-a-Service (BaaS) and Disaster Recovery-as-a-Service (DRaaS). The IT organization had been challenged to reduce “Resource Units” for the backup solution. Targeting CapEx of hardware and software as well as OpEx expenses for people, processes, and time. They would need a replicated, two-site design to replace the existing legacy EMC Avamar solution.

### THE RESULTS

- 40% CapEx and 45% OpEx cost reduction
- Performance improvements in backup and restore
- Data center footprint and power reduction
- Future-proofed for cloud
- Cost savings achieved by leveraging existing investment in Spectrum Protect

### Compass™ Delivers Cost-Saving Features

Compass offers a simple migration process from your existing legacy backup solution to modern data protection. Companies can leverage existing technology investments, gradually replacing proprietary hardware with more efficient and cost-effective common off-the-shelf (COTS) options. Automated updates to the hardware and software without the need for human intervention ensures that the backup solution is always current and delivering all available features. The pay-as-you-grow model allows companies to avoid the huge penalties of over-provisioning.



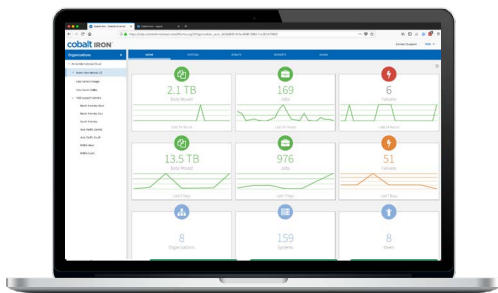
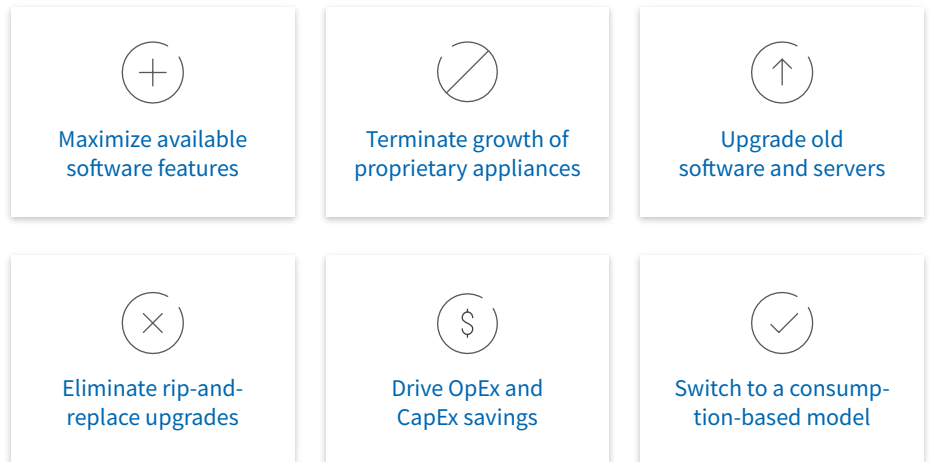
SMART.  
SECURE.  
AUTOMATED.

*“By automating our data protection services with Compass, we have seen a 40% hardware cost reduction and expect a 45% operating cost reduction over three years.”*

— VP of Information Technology, Canadian Community Bank

**POOR INVESTMENT CHOICES** can be costly, counter-productive, and very difficult to undo. IT’s real business value comes from reducing total costs through automation, enabling better decisions through analytics, and protecting new business models through modernization.

In the world of backup and data protection some of the top objectives companies are striving 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