

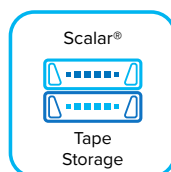


CASE STUDY

Innovative Manufacturer Strengthens Data Protection and Cyber Resilience with Quantum

A multi-brand enterprise that offers an array of innovative and modern lifestyle products was looking to strengthen protection of company and customer data. After a painful experience from a cyber attack, their IT team looked to modernize their backup and recovery infrastructure to improve data security and achieve immutable and air-gapped cyber resilience for their VMware-based infrastructure. Selecting a Quantum all-flash DXi T-Series data protection appliance and Quantum Scalar i3 tape library enabled them to better safeguard their data and save money.

FEATURED PRODUCTS



“With the Quantum DXi appliance, we gained all the capabilities we needed without having to purchase excess capacity.”

Director
IT Infrastructure



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Director – IT Infrastructure

SOLUTION OVERVIEW

- Quantum DXi® T-Series All-Flash Data Protection Appliance
- Quantum Scalar® i3 Tape Library with Active Vault
- Veeam® Backup and Replication

KEY BENEFITS

- **Strengthened data protection** by generating immutable, secure snapshots.
- **Reduced capital expenditures by more than half** by choosing a solution with robust data deduplication and compression.
- **Increased reliability and reduced backup overhead** with all-flash backups and Veeam Integrated solution.
- **Enhanced recoverability and cyber resilience** with multi-layered approach including low-cost, offsite tape resources.

The company began as a small customer-centric manufacturer. Today, the organization encompasses multiple innovative brands that strive to give customers flexibility and choice. To continuously deliver satisfying products and exceptional customer experiences, the company needs robust, reliable, and secure IT systems. Regularly backing up those systems is critical for ensuring smooth operations and safeguarding sensitive data. But recently the IT team realized that a change was needed.

“We experienced a cyber attack that raised concerns about our existing backup appliance vendor and forced us to rethink and harden our entire backup infrastructure,” says their Director of IT Infrastructure. “We needed to be sure that we could preserve critical data even

if there was a cyber attack that blocked access to our systems. We looked at Quantum, and we’ve never looked back.” The team began exploring storage solutions that could meet the company’s new mandate for tighter data security and resilience—without requiring a massive capital expenditure.

REARCHITECTING THE BACKUP INFRASTRUCTURE WITH QUANTUM

The Director of IT Infrastructure was evaluating multiple backup storage solutions when a recommendation from a peer at another company led him to Quantum. “I had been getting close to selecting a solution from another vendor, but its architecture meant that we had to buy much more capacity than we would actually use,”

he says. “With the Quantum DXi solution, we gained all the capabilities we needed without having to purchase excess capacity.” Selecting Quantum for their backup appliance also provided an opportunity to consolidate vendors. “We knew we wanted to incorporate tape into our data protection architecture—and we recognized the benefits of sticking with one vendor.”

The team deployed a Quantum DXi T-Series all-flash appliance. For the tape layer of the backup architecture, the team implemented a small, 25-slot Quantum Scalar i3 tape library. As part of Quantum’s portfolio of products that are Veeam Ready, these solutions work seamlessly with Veeam Backup & Replication software—industry leading backup, recovery, and data security software for on-premises and cloud workloads.

LOCKING DOWN ENTERPRISE DATA WITH IMMUTABLE BACKUPS

To protect backed up data from security breaches, the team uses DXi’s Secure Snapshots feature. These immutable, point-in-time data copies are secured and isolated in a non-network-addressable location within the DXi system to prevent unauthorized access, malicious encryption or deletion.

“Using the Quantum DXi with Secure Snapshots helps us make sure that every single backup is immutable. It gives our team and our CIO peace of mind. If we are hit with ransomware or another type of attack, we have a

way to recover quickly.” The Scalar tape library’s management capabilities offer an additional layer of protection with its unique Active Vault feature. “If there is a security event, we can remotely eject a magazine from the Quantum tape library and keep that data offline. That’s just another extra feature that we didn’t know that we needed—but we realize it could be very useful.”

CONTROLLING COSTS WITH DATA REDUCTION CAPABILITIES

By choosing the Quantum solution over competing products, the company saved upfront capital costs and can keep ongoing expenditures under control. “The competing appliance that we were considering would have required us to purchase 400 TB for a landing zone and retention zone—but we don’t need that much capacity or the expense. With its more advanced variable-length deduplication feature, the Quantum solution enabled us to buy only the 100 TB usable capacity that we needed.”

Quantum’s patented data deduplication technology allows for a deep set of recovery points to be efficiently stored and ensures that the company won’t need to expand that capacity too quickly. “We’ve seen what the Quantum deduplication technology can do, so we have the confidence that we have the capacity we need.”

Plus, DXi is integrated with the Veeam Data Mover Service (VDMS) which reduces deduplication overhead. By coordinating backup processing between the Veeam Backup and

“We knew we wanted to incorporate tape into our data protection architecture as our copy of last resort—and we recognized the benefits of sticking with one vendor.”

Director
IT Infrastructure





Replication (VBR) server and DXi appliance, VDMS prevents re-sending of deduplicated data blocks that have been previously written to the DXi appliance, reducing network usage and accelerating backups.

LOOKING AHEAD WITH QUANTUM

In addition to providing sufficient capacity now and in the future, the Quantum DXi system can deliver reliable service for years to come. “We liked the idea of deploying flash drives because flash drives generally last longer than spinning

disk. We’re not concerned about running into maintenance issues any time soon.”

At the same time, the company knows that Quantum can provide a strong foundation for addressing new technical requirements in the future. “As we transition some of our essential applications to the cloud, we’ll be exploring ways that Quantum can protect that vital data as well.”

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Quantum.

Quantum delivers end-to-end data management solutions designed for the AI era. With over four decades of experience, our data platform has allowed customers to extract the maximum value from their unique, unstructured data. From high-performance ingest that powers AI applications and demanding data-intensive workloads, to massive, durable data lakes to fuel AI models, Quantum delivers the most comprehensive and cost-efficient solutions. Leading organizations in life sciences, government, media and entertainment, research, and industrial technology trust Quantum with their most valuable asset – their data. Quantum is listed on Nasdaq (QMCO). For more information visit www.quantum.com.

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