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# Networking Technology Company Protects Data Easily and Cost-Effectively With Rubrik Solution

## The client

The client is a networking technology and software company with thousands of patents and more than 5,000 employees across dozens of countries. The company supports most of the world's top service providers with solutions that are flexible, intelligent, and inventive.

## The challenge: A data protection solution that was complicated and expensive

Several years ago, the client had transitioned to a new solution and vendor for data protection. However, the solution was proving to be difficult to integrate, costly, and challenging in terms of extending its capabilities to cover the company's native cloud instances. They were looking for an alternative and had lined up a Proof of Concept (PoC) for one option when they engaged with us about this project.

## Industry:

Information technology

## Insight provided:

- Side-by-side PoC of two data protection solution options
- Solution design, architecture, and implementation support
- Rubrik solution Azure® and NetApp integration
- On-premises Rubrik implementation in R&D facility

## Insight services:

- Consulting Services
- Professional Services

## The solution: Targeted, expert guidance to accelerate implementation of the best solution

Having trusted Insight for a number of initiatives over the past 20 years, the client knew they could consult with us on this need — we knew their infrastructure, their business, and what they were trying to achieve.

Based on our existing relationship and discussions about the client's challenges, objectives, and existing environment, we recommended delivery of a side-by-side PoC that would demonstrate both the solution they were considering and Rubrik, which our engineers believed would be the optimal answer.

As expected, the PoC showed the client how Rubrik excels, particularly in terms of how well it integrates with key NetApp® infrastructure. Rubrik would perform well for the client's VMs, cloud, and on-premises environments. It also provides excellent security capabilities, helping companies detect and recover from ransomware attacks or other malicious activities, all of which have come to the forefront in the age of COVID-19 and remote work.

Our team developed a solution architecture and collaboratively guided the client through delivery alongside a team from Rubrik, so that the client could better understand how everything works and how best to operate the solution going forward. We provided integration support and customizations to optimize cloud storage costs, as well as end-to-end implementation of an on-premises Rubrik® solution at the client's R&D facility.

## The benefits: New efficiencies and simple integration

The new data protection solution is greatly appreciated by the client, who celebrates its simplicity and integration components. The alternate solution they had been considering would have provided far less value. The benefits they're able to experience are largely a result of the lengthy relationship they've had with Insight and our ability to apply IT expertise to their unique situation.

They're so pleased, in fact, that they have asked Rubrik to accelerate development into Oracle® cloud, as the client has a large Oracle footprint that has had similar challenges in terms of efficiencies and costs and no capabilities for deduplication or compression, all of which Rubrik offers.

### Benefits:



**Increased data protection capabilities across cloud and on-prem**

**Lower costs and simpler management**



**Improved integration with NetApp infrastructure**

**A solution perfectly selected to meet specific requirements**

