CUSTOMER STORIES

Modernizing IT infrastructure to improve ROI

How four IT leaders reduced IT costs and improved operational efficiencies

COHESITY

Introduction

With data growing exponentially and storage costs soaring in parallel, many organizations are taking a second look at what they're paying for IT infrastructure. The benefits of lowering the Total Cost of Ownership (TCO) of enterprise infrastructure go beyond simple cost savings, as tackling cost challenges can also involve eliminating the silos and inefficiencies associated with traditional infrastructure. This value generation creates a ripple effect that benefits the organization more broadly.

This is precisely why organizations are implementing newer backup and recovery solutions. These solutions not only simplify operations and reduce the amount of time spent on administrative tasks, but they also improve data security through more comprehensive protection.

COHESITY

You don't have to compromise when it comes to cutting costs and securing your data.

Hear from our customers, IT leaders, and practitioners as they share how they've improved operational efficiency and cost savings—without skimping on data security.

RIVERSIDE HEALTHCARE

FORSYTH COUNTY SCHOOLS

Nationwide®

PEDERZOLI

Why change was needed

Criteria for choosing a new solution

What improved after switching

Key outcomes

"Our job as IT professionals is to keep our district's critical and confidential data safe. But there's no way we can know everything and do it on our own since we face budget constraints. That's why partners are so important to us. **Cohesity works as a true technology partner to expand our knowledge—making our environment even more secure.** Cohesity is the security blanket that helps us sleep better at night."

Tim Fleming
Director of Technology Services
Forsyth County Schools

Industry	Region
Education	AMER

School district boosted data security and lowered TCO by 50%

Background

Forsyth County School district's highly skilled IT professionals manage and protect hundreds of terabytes of data stored and accessed daily by the district's over 65,000 end users. When their backup solution came up for renewal, they decided to explore other options.

Forsyth County Schools (FCS) had been relying on a Veeam solution to protect its critical data and applications, chosen many years ago when the district consisted of only 14,000 students. When the Veeam solution came up for renewal five years ago, FCS began looking for a better way to protect and manage all its data.

"In some ways 2018 seems like it was just yesterday," noted Curt Godwin, network operations coordinator, Forsyth County Schools. "But in technology terms, that's several lifetimes ago. Back then, all of our data was stored on-premises. We did back up everything on our Microsoft Exchange servers, but it was a slow, inaccurate, and tedious process when we needed to restore any data."

Why change was needed

On any given day, almost 65,000 students, teachers, and administrators access the district's data and connect to the Internet. "We have to make sure our end users—and of course any outsiders—don't have access to anything they shouldn't see," said Godwin.

Since the Veeam solution wasn't able to back up or restore the district's data completely or within an acceptable time period, FCS decided it was the optimal time to look for a new solution.

As educational institutions typically don't have as many IT resources as larger, private companies, they needed someone who was willing to partner with them to accomplish the same tasks Fortune 500 companies can pay someone else to do.

What improved after switching

FCS now has a simple and secure solution that saves their IT team time. When asked why they chose Cohesity, Tim Fleming, director of Technology Services, replied, "Cohesity's ease of management was one of the main reasons we selected it to replace our Veeam solution. It was very intuitive to set up and simple to manage. The solution also enabled us to save a lot of money. Cohesity's product and service costs are nearly half as much as our prior solution. With Cohesity being both a technology and value leader, it allowed us to dramatically increase our data coverage and retention, while also being budget-friendly."

Cohesity also enables FCS to protect its data from ransomware attacks. "Attackers became more sophisticated and have added delays to the ransomware, so the infection wouldn't be detected until the backups had also been corrupted. Using Cohesity's cyber vaulting solution, even if our backups become encrypted, we will still have a secure and clean version in cold storage that we could use to quickly restore our operations," said Godwin.

The Cohesity platform and its cyber vaulting solution are helping the district ensure that cybersecurity insurance is still available and affordable. "Cyber insurance is not only getting harder to obtain, but premiums continue to dramatically rise," said Fleming. "Our premiums were set to double, while our coverage was going to be cut in half. We sat down with our policyholders and demonstrated the measures we take to protect our data, and how we will respond and be able to quickly recover with Cohesity. At the end of the conversation, we were able to cut our premium costs by up to 35% and double our coverage, all thanks to Cohesity."

Key Outcomes

Reduced cyber insurance premiums up to 35% while doubling coverage

Lowered the costs of data management software and support up to 50%

Gained the ability to restore data in minutes instead of hours

Criteria for choosing a new solution

- Ransomware protection
- Easy to use
- Can handle large amounts of data
- Faster backup and recovery
- Hybrid solution

"Cohesity is a very powerful—yet simple to manage—data security and management solution and continues to innovate and offer new features, sometimes before we realize we even need particular functionality."

Tim Fleming, Director of Technology Services, Forsyth County Schools

"Cohesity stood apart because of its **ease of use**, rapid **recovery at large scale**, and strong cyber protections."

Guru Vasudeva
SVP and CTO, Infrastructure and Operations
Nationwide

Nationwide®

Industry	Region
Finance and Insurance	AMER

Fortune 75 insurer gained stronger cyber protection and $2M in annual savings

Background

Nationwide counts people as its most important resource—and data follows close behind. To keep the lights on and deliver the service customers expected, they needed to ensure their data was always available.

Nationwide's customers and agents now expect to interact digitally—anytime, anywhere. "We've been investing heavily to modernize our IT systems to meet new expectations and prepare for growth," says Guru Vasudeva, SVP and CTO, Infrastructure and Operations at Nationwide. Efficient data management is a top priority. Nationwide's IT team backs up and secures more than 21 PBs of data running in three data centers and two public clouds. Data volume grows by 10% to 15% every year.

Criteria for choosing a new solution

- Easy to use
- Rapid recovery
- Ransomware protection

"By simplifying backups and restores, Cohesity has saved us from having to add staff. It's also improved work-life balance, a corporate value at Nationwide."

Rich Alexander, AVP of Technology, Nationwide

Why change was needed

The IT team wanted to make sure they could quickly restore VMs after a data center outage, security incident, or even an operating system patch gone awry. "With our legacy backup system, restoring thousands of virtual machines after a large-scale outage would have taken months," says Rich Alexander, AVP of Technology at Nationwide. "If you're down more than a week, you're probably jeopardizing your company's ability to stay in business."

What improved after switching

"Cohesity can help us recover from a large-scale outage affecting thousands of virtual machines within hours—compared to weeks or months with our legacy system," Alexander says.

"Recovering hundreds of virtual machines after a failed operating system patch now takes minutes instead of weeks."

Costs dropped significantly. "With Cohesity, we pay $2 million less per year for backup than we did for our legacy solution," says Alexander.

Nationwide's backup engineers, who previously juggled 90 management interfaces for backup alone, appreciate managing data from a single pane of glass. Recently, they restored four corrupted VMs in just three minutes, a feat that would have taken days with the previous backup system.

Key Outcomes

$2 million annual savings

Simpler IT operations thanks to a unified backup and recovery platform

Much faster data recovery, now just days instead of months for large-scale outages

"On top of **superior backup and recovery**, we also have **greater assurance with Cohesity against ransomware and increased security** to meet compliance requirements at Pederzoli."

Francesco Corba Colombo
IT Infrastructure Manager
Ospedale Pederzoli

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Industry	**Region**
Healthcare	EMEA

Storing data more efficiently to improve operations and lower costs

Background

Pederzoli Hospital provides around 1 million outpatient services and 18,000 surgeries per year. The multisite facility spans five different locations served by two data centers. IT must ensure they meet compliance requirements and that patient records are always accessible to clinical staff.

Hospital administration is demanding and complex. The hospital system has around 2,500 users, including clinical staff such as doctors and nurses, researchers, logistics managers, and administrators and facilities teams. The increased use of Picture Archiving and Communication System (PACS) technology, which is used to securely store and share electronic images and reports, demands significant storage capacity, with many terabytes of data added every year. Even not taking PACS growth into account, the hospital is experiencing overall annual data growth of 5-10%.

PEDERZOLI

Industry	**Region**
Healthcare	EMEA

Why change was needed

Because of this growth, Pederzoli Hospital needed a new solution. They were looking to meet a number of pressing needs, including providing a simplified data management platform, eliminating backup, archive, and file sharing silos, and speeding up the search and retrieval of documents. Plus, any new solution would need to ensure regulatory compliance and data security.

What improved after switching

Using Cohesity, Pederzoli Hospital has modernized many of its everyday data management practices, is able to complete backup and recovery operations more quickly, has improved archiving and retrieval solutions, and can satisfy the demands of clinical staff for agile data access. Compared to its previous legacy environment, Cohesity achieves 5x the deduplication and compression, creating optimal backup target storage efficiency and lowering costs.

The time taken to do a full backup has been reduced by 50-70%, and for incremental backups the reduction is just over 50%. The addition of source-side deduplication, which is not always available in backup solutions, has greatly enhanced confidence in the overall backup process. Recovery time is reduced from days to minutes, and depending on the type of data being retrieved, is down to seconds.

Criteria for choosing a new solution

- Supports regulatory compliance
- Simplifies data management
- Has efficient data storage capacity
- Includes high-speed data search and retrieval capabilities

"For example, before the Cohesity implementation, searching across all backup data for a single file might take 20 minutes. Now the same search is completed in a few seconds. This translates to increased speeds and a savings of several hours of staff time each week, which is a tremendous gain for our IT team."

Francesco Corba Colombo, IT Infrastructure Manager, Pederzoli

Key Outcomes

35% reduction in TCO

25% reduction in CapEx and OpEx

40% reduction in storage space, with 5x data deduplication and compression

Individual file retrieval time reduced from many minutes to seconds

Backup time reduced by over 50%

"" ""

"Cohesity has **reduced backup and restore times so significantly that at first it almost wasn't believable** compared to our previous environment. We now exceed the backup SLAs for Epic, have more than 50 times data reduction, and gained time savings of 70% for backup and restore."

Troy Cailteux
System Administrator
Riverside Healthcare

Industry
Healthcare

Region
AMER

Getting healthcare data under control to save time and money

Background

Riverside Healthcare is a fully-integrated healthcare system in the state of Illinois. Like any medical provider, it deals with large volumes of data that are often retained indefinitely and must meet strict HIPAA regulations.

Riverside is a majority HPE environment, using Hewlett Packard for storage and server systems, including the all-flash HPE 3PAR. Riverside runs Epic for all electronic health records (EHR) and has more than 500 VMs across an environment that is 90% virtualized.

Several years ago, Riverside moved away from Dell EMC NetWorker and deployed a Commvault solution. But it became cumbersome and difficult to manage—and the provider was dependent on one senior administrator who knew how to troubleshoot the system.

Industry	**Region**
Healthcare	AMER

Criteria for choosing a new solution

- Efficient data management
- Integration with HPE
- Protection for Epic EHR data
- Cloud capabilities
- Scalable

"Losing data has a huge impact on us. But now we're better prepared and shielded in the case of big outages. We are able to plan our resources better, and we can test restores and make them quicker and more efficient."

Martin Hofmann, Head of Information

Why change was needed

When licensing costs also became exorbitant, and failures were more frequent, Riverside began to look for a solution for reliable backup and recovery, especially when it came to Epic. Epic was the provider's main database for patient data, but since there were limited timeframes to complete Epic backups, Riverside was looking to eliminate cloning the databases to take snapshots.

Riverside started looking at new providers.

What improved after switching

Riverside Healthcare saw tangible results immediately. Riverside experienced significant space efficiency gains with Cohesity's global variable-length deduplication and compression, reporting needing only 54 TiB of usable capacity to store more than 3 PiB of logical data, resulting in more than a 50x data reduction rate.

With HPE 3Par on the backend for faster processing, Cohesity's seamless integration with HPE has enabled Riverside to move data rapidly in its environment. The IT Team has seen impressive results to blow its SLAs for Epic out of the water, impressing the Epic team and ensuring scalability and reliability as the Epic roadmap evolves. While Epic suggests an SLA for restores of four hours for 1 TB, now Cohesity is able to restore nearly 3 TB in under four hours.

Epic grows at a massive rate each year, and Riverside expects the growth rate to double in two years, so being able to back up the entire EHR system in less than three hours instead of 11 hours for an incremental backup is transformational. Overall, the provider has reduced backup times by nearly 70% across the entire environment, creating phenomenal efficiency for the IT staff and lightening the network load.

Key Outcomes

Cost savings of more than 30%	Time of backups reduced by nearly 70%	More than 50x data reduction	Less time spent on managing data

Final thoughts

As these stories show, making a change to reduce total cost of ownership has benefits that extend beyond reducing capital and operating expenses. By moving to a modern data management solution, organizations can simplify backup and recovery efforts and create operational efficiencies. They can also reduce risk. In fact, an IDC report found newer solutions, like those Cohesity offers, enable staff to spend 48% less time remediating threats and 45% less time detecting them.

To learn more about the solutions these leaders implemented and find out how much you can save—and gain—by reducing your TCO, visit our Cohesity Product Demo hub.

Download the full report to learn more ⭳

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