

## Large Online Retailer Reduces Backup Windows, Accelerates Test/Dev, Archives and Tiers to the Cloud, and Saves 80% on CapEx with Cohesity

**Industry:** Online retail

**Use Case:** Data protection, Test/Dev, Cloud Integration

**Solution Partners:** VMware, AWS

**Partner:** NA



“ With Cohesity DataPlatform, we’ve been able to dramatically simplify our data protection infrastructure, provide linear scalability for target storage, archive data to the cloud on AWS S3 storage, shrink our backup windows, and provide jet-fast recovery times. Cohesity also gives us a scale-out solution to consolidate database backups and reduce the number of data copies required to support different use cases like data protection and test/dev.”

- Sr. Infrastructure Manager

### Overview

A large online retailer (Company) that has over 1200 employees with multiple remote locations, which include back offices and fulfillment centers across the country and offers over 30,000 speciality products to its customers.

### Challenges

As a rapidly expanding online transactional business, data protection was extremely important to the business. To protect and recover their data, the Company relied on traditional secondary options that were fragmented. Point solutions from multiple vendors created unnecessary user and management complexities, and were not easy to scale to address growing business needed.

Their traditional backup solution had poor deduplication and compression ratio that resulted in inefficient capacity utilization. Additionally, the team was running out of target storage capacity, and needed an alternative solution.

While considering their new solution the team wanted -

- A solution that would offer higher deduplication and compression ratio to optimize capacity
- Unlimited and simple scale-out capabilities
- Simple user and management interface
- Enterprise level support that they could rely on

## Solution

The IT team at the Company evaluated a few storage options and decided to deploy Cohesity, a web-scale hyperconverged secondary storage solution to consolidate and streamline their operations.

Cohesity integrated well with their existing VMware infrastructure with capabilities like backups based on tags and folders, and policy-based automated backup of VMs from vCenter. The technical support from Cohesity was also second to none. The team was very impressed with the level of support they received from Cohesity.

With Cohesity, the IT team empowered its application and development teams by giving them the capabilities to instantly create zero-cost copies for test/dev without moving the data to production environment. Cohesity's CloudReplicate and CloudTier seamlessly expanded Company's secondary storage capabilities into the public cloud.

“Cohesity's support is a big improvement for us. We are very happy with the level of support we receive from Cohesity. They are very responsive to all our needs.

- Sr. Infrastructure Manager

## Results

Cohesity allowed the IT team to improve their backup speed by at least 30% and lower their CapEx by 80%. With Cohesity:

- The Company streamlined their operations with an easy to use and manage hyperconverged solution
- The team eliminated their fragmented secondary storage with one unified appliance based simple to scale-out solution
- VM backup became automated. The restored VMs could run directly on Cohesity
- The IT team achieved operational efficiency and reduced their backup windows by at least 30%
- Upfront CapEx savings of around 80% by using commodity hardware that is configured optimally for Cohesity, and a base license that includes all the features

## Recap

An intuitive, simple to use and manage hyperconverged secondary storage solution from Cohesity allowed the Company to gain operational efficiency and enjoy 80% CapEx savings. The team eliminated their fragmented secondary storage solutions into one, unified, easy to scale-out solution that is designed to handle modern workflows.